MANUFACTURERS RECORD

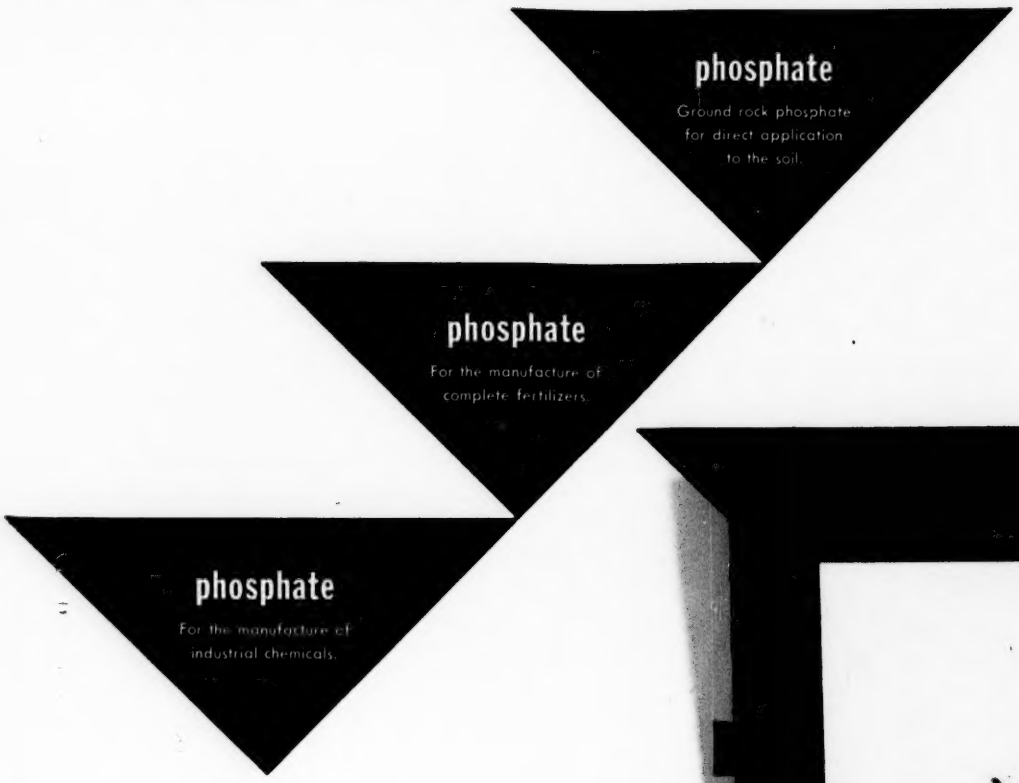
"... MALICE TOWARD NONE ..."

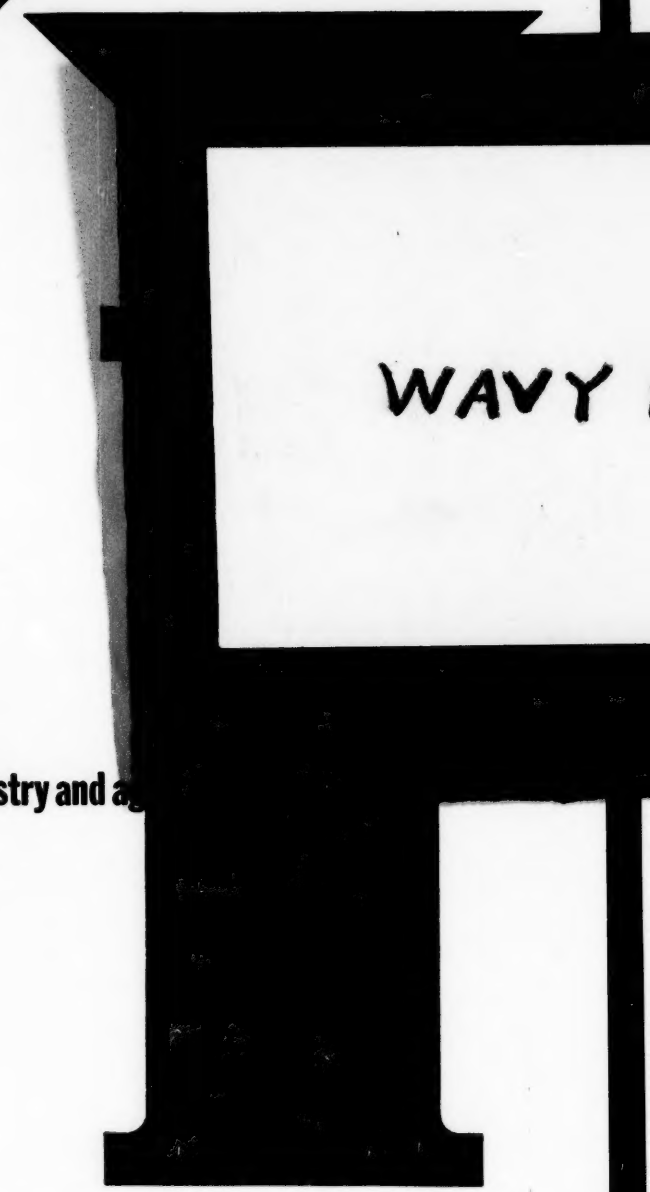
THE Wagner Law, in force from 1935 to 1947, had as its objective the promotion of collective bargaining by increasing the power and immunities of labor unions. It granted unions powers without imposing responsibilities upon them; power that could be used against union members, and in many cases non-union workers, as well as against employers.

It was the Taft-Hartley Act, enacted into law over a presidential veto, which greatly broadened the rights of the individual employee himself. It protected him against abuses by both his employer and his union. It is actually the employee's bill of fundamental economic rights.

As is true of many other good laws, the Taft-Hartley Law can be improved. But in considering such improvements its basic fairness to all should be recognized.

It is to be sincerely hoped that the Eisenhower administration, pledged to a policy of welfare to all and privilege for none, will propose amendments to Taft-Hartley that will be in the interest of the nation as a whole.





International phosphates for industry and a

Phosphate Mines and Plants in Florida at Noralyn, Bonnie, Peace Valley, Achan, Mulberry; in Tennessee at Mt. Pleasant and Wales; in Mississippi at Tupelo.

phosphate division **INTERNATIONAL MINERALS & CHEMICAL CORPORATION**
General Offices: 20 North Wacker Drive, Chicago 6

This advertisement is appearing currently in magazines reaching fertilizer manufacturers

' PAGES

didn't beg for this thing

esful management risk.

Republic introduced lightweight, bendable tubing for electrical raceways at a time when heavy-walled, rigid pipe was the only conduit available. The new tubing used less steel but it greatly speeded up installation, and so, reduced cost.

Republic's pioneering of light-walled conduit brought a new classification to electrical codes, E.M.T. (Electrical Metallic Tubing)—now widely used throughout the building industry.

The act of a steel company's developing something that used less steel actually became bread on the waters. Over the years, Republic has sold increasing amounts of both rigid wall conduit and *Electrunite* E.M.T.

Such management enterprise fathered Republic's policy of 3-STEP SERVICE TO STEEL USERS:

1. **producing more types of steel than any one else—in the greatest variety of forms;**
2. **to be able to recommend the exact type and form for your maximum economy and efficiency;**
3. **to maintain trained men in the field who pass along to you our unexcelled knowledge, not only of the steels, but of their fabrication characteristics.**

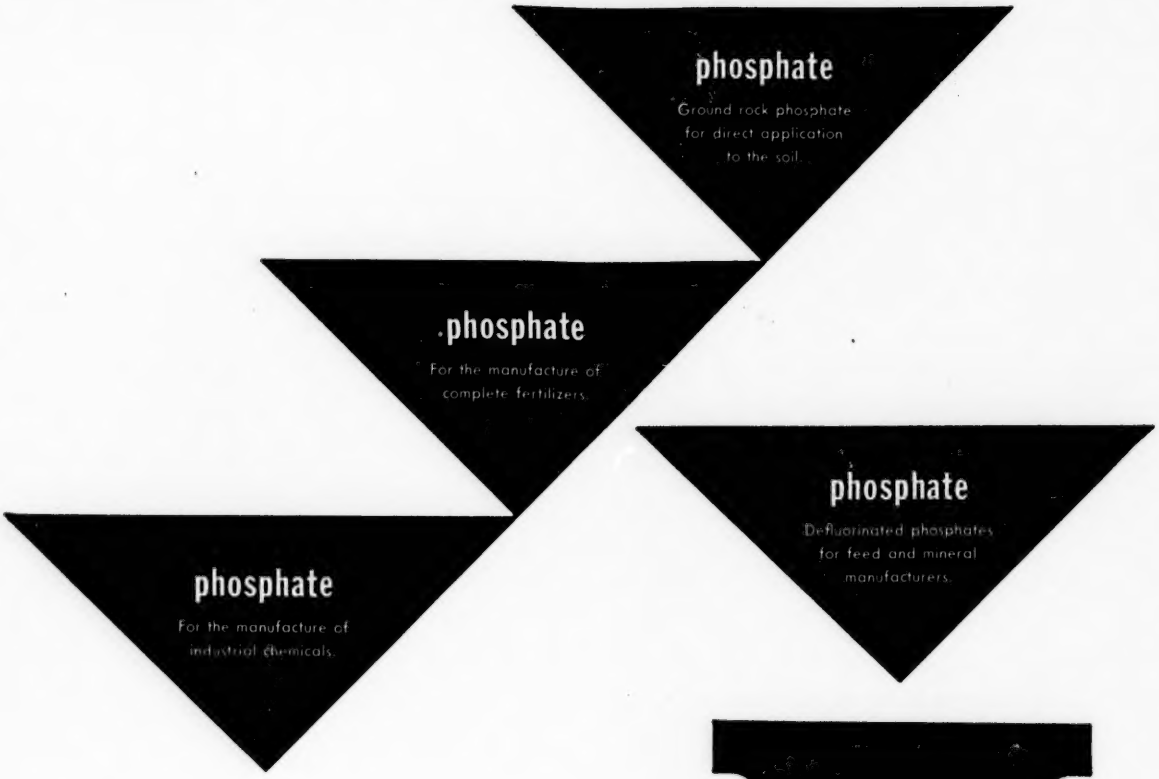
This policy stems from evolutionary production and enlightened selling. It is part of the wealth and spirit which aggressive, unhampered management has contributed to the growth of America.

REPUBLIC STEEL

GENERAL OFFICES • CLEVELAND 1, OHIO

REPUBLIC STEEL

WORLD'S WIDEST RANGE OF STEELS AND STEEL PRODUCTS



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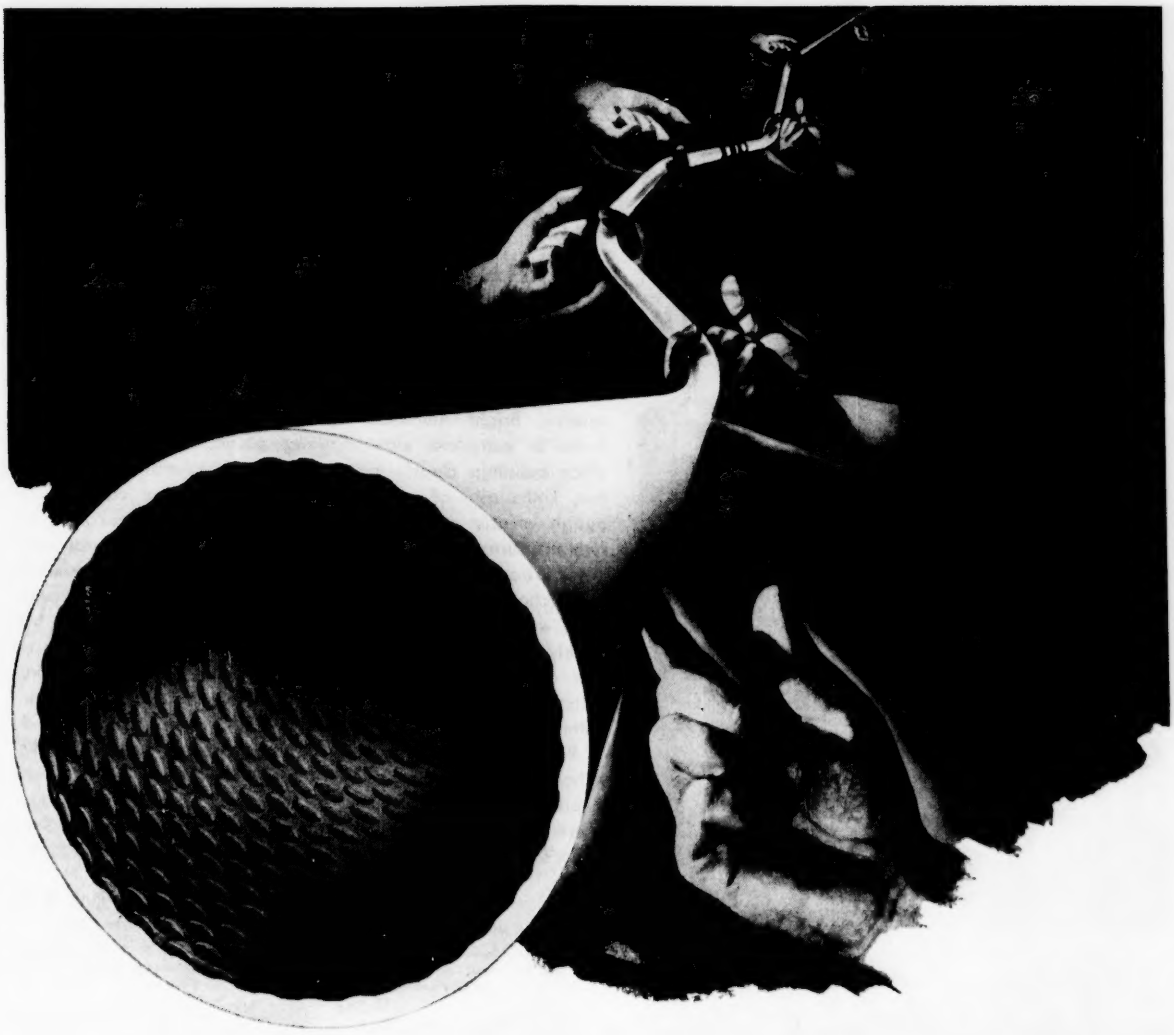

The world didn't beg for this thing

But it turned out to be a successful management risk.

Republic introduced lightweight, bendable tubing for electrical raceways at a time when heavy-walled, rigid pipe was the only conduit available. The new tubing used less steel but it greatly speeded up installation, and so, reduced cost.

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REPUBLIC STEEL

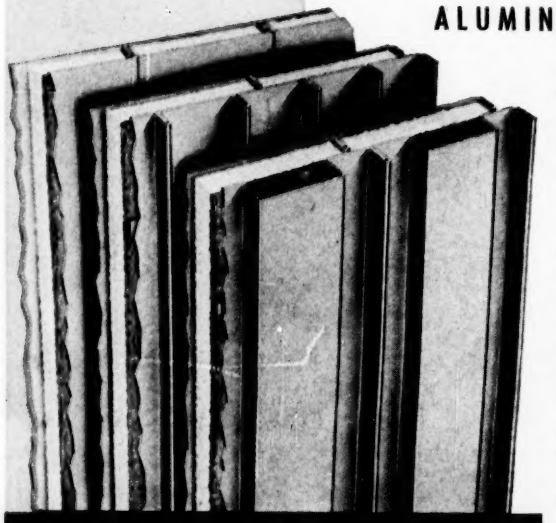
GENERAL OFFICES • CLEVELAND 1, OHIO

WORLD'S WIDEST RANGE OF STEELS AND STEEL PRODUCTS

INSULATED METAL WALLS

for INDUSTRIAL and COMMERCIAL BUILDINGS

ALUMINUM, STAINLESS or GALVANIZED STEEL



FLUSH, RIBBED, or FLUTED
Over-all "U" Factor of Various Types is Equivalent to or Better than Conventional 16" Masonry Wall

New industrial and commercial buildings constructed with insulated metal walls are appearing in every section of the country. Bright Aluminum and Stainless Steel exterior surfaces in complete manufacturing plants, powerhouses and office buildings clearly indicate the trend in modern construction. Enthusiasm of architects and owners is not confined to design effects obtainable and the over-all appearance of such structures . . . important economies in lower material cost, lower labor cost, and the accumulative advantages of reduced construction time resulting from rapid erection—even in sub-zero weather—were quickly recognized. Buildings can be quickly enclosed with insulated metal walls under low temperature conditions which would preclude masonry construction. Mahon Insulated Metal Walls are available in the three exterior patterns shown at left. The Mahon "Field Constructed" Fluted or Ribbed Wall can be erected up to sixty feet in height without a horizontal joint—a feature of Mahon walls which is particularly desirable in powerhouses or other buildings where high expanses of unbroken wall surface are common. See Sweet's File for information, or write for Catalog No. B-54-B.

THE R. C. MAHON COMPANY

Detroit 34, Mich. • Chicago 4, Ill. • Representatives in All Principal Cities

Manufacturers of Insulated Metal Walls and Wall Panels; Steel Deck for Roofs, Partitions, and Permanent Concrete Floor Forms; Rolling Steel Doors, Grilles and Underwriters' Labeled Rolling Steel Doors and Fire Shutters.

MAHON

MANUFACTURERS RECORD

ESTABLISHED 1882

Devoted to the Industrial Development of the South and Southwest

Volume 122 December 1953 Number 12

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Publishers of Manufacturers Record, Construction, Daily Construction Bulletin and Blue Book of Southern Progress.

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Alabama Power Seeks To Develop Coosa River

Thomas W. Martin, Chairman of the Board of Alabama Power Company, has announced that the Company had filed with the Federal Power Commission, Washington, D. C., an application for a preliminary permit to build five power plants on the Coosa River in Alabama in addition to the Company's three plants now located on that river.

"We understand," said Mr. Martin, "that it is the policy of the Federal Government to encourage the development of waterways like the Coosa River by private capital. Alabama Power Company is willing to undertake the job of completing a program begun by it on the river many years ago. These new facilities will represent an investment in the order of one hundred million dollars which will be provided by the Company. Our plans call for a total installation of 482,000 horsepower of which 321,000 horsepower will be installed as the plants are developed.

"The preliminary permit, if granted, will allow the Company to procure field data and make engineering studies and plans necessary to prepare the application for a federal license so that the Company can proceed with construction. Such plans are subject to approval by the Chief of Engineers, U. S. Army and to action by Congress restoring jurisdiction to Federal Power Commission to grant licenses.

"Counties within which the new facilities will lie, including reservoirs created by the dams, are Elmore, Shelby, Talladega, St. Clair, Calhoun, Etowah and Cherokee Counties in Alabama, and the County of Floyd in Georgia. One of the developments will be in the vicinity of Wetumpka; another at the headwaters of Lay Dam in the vicinity of Fort Williams; another near the Howell Mill Shoals; another at or near Lock 2; and the last upstream near the Georgia-Alabama State line.

"These locations are not definite as it is necessary to make extensive geological studies and borings before final locations are made. Alabama Power Company many years ago, during studies of comprehensive development of the Coosa River, acquired some of the land in the area now to be developed.

"The dams, when built, will provide sufficient depth to permit navigation from Rome, Georgia, to the Wetumpka-Montgomery area."

OMISSION

The editors sincerely regret the omission of a credit line in connection with the Education section of "THE TEXAS STORY" which appeared as part of our November issue. This section was prepared by Robert H. Ryan, Managing Editor, Texas Business Review, published by the College of Business Administration of the University of Texas.

The Trend is SOUTHEAST

Industry is growing apace in the Seaboard Southeast where numerous factors combine to make for profitable manufacturing.

Let us supply you with details on outstanding industrial sites in this area. No obligation, of course, and all negotiations confidential.

Warren T. White, Assistant Vice President
Seaboard Air Line Railroad
Norfolk 10, Virginia

SEABOARD
AIR LINE RAILROAD

THROUGH THE HEART OF THE SOUTH

BUSINESS TRENDS

Business Turns Down

Slight but perceptible downward changes have characterized business activity since the middle of summer.

None have possessed individual evidence of importance, yet taken together they indicate rather strongly that the peak of the recent boom has been passed.

There is nothing in the situation that appears to carry with it elements to cause grave concern, although nobody willingly or gladly voices expectation of a business downturn.

Principal among the factors leading most business analysts to predict a slower business pace in months immediately ahead are fewer hirings coupled with increasing layoffs; shorter business week with less overtime being scheduled; leveling of consumer and business loans, indicating less eagerness to buy beyond immediate needs; lower industrial output, and generally lower volume of business of all types.

Downward changes in all directions are gentle and thus far portend nothing in the way of serious recession of business, other than a tightening of competitive conditions and probability of higher business mortality in most economic segments.

Neither of these probabilities appears particularly foreboding at the moment. In fact, it is not unusual to hear the opinion voiced by business men that increased competition would prove a wholesome goad toward more efficient operating practices and lessened waste. It is also fairly recognized that business mortality is far below normal, and that elimination of inefficient firms, while painful, is a necessary element of the free enterprise system.

POSSIBLE DANGER

Greatest danger appears to be in the possibility that current minor changes might snowball into major ones. So long as one industry goes through price and inventory adjustments without effecting others, the repercussions thereof are seldom significant.

When, on the other hand, the slowdown in certain industries becomes transmitted to other industries, in the nature of an epidemic, real trouble can be expected.

For example: Suppose that the current diminution of farmer income should so reduce net profits as to curtail greatly the purchase of farming machinery.

The first repercussion would be a cutback in production of farm machinery, with inevitable layoffs of personnel engaged in that industry.

Income reductions resulting from such layoffs would be bound to affect demand for a wide variety of consumer goods ranging from gadgets to homes. Such reduction in demand could conceivably bring about additional layoffs in the affected industries, and these in turn could spread their own recessionary virus to other industries.

Both on the upside and downside, changes can easily take on snowball characteristics, and after starting gently become accelerated almost unnoticed.

KNOWLEDGE IMPROVES

There is an obvious awareness of these possibilities among business men today, a condition that has been present only sparingly in similar periods of the past, and there is good reason for hope that this new knowledge on the part of the business world will result in the application of countervailing measures that will relieve or dissipate the danger of a galloping recession.

Such countervailes are not likely to be found in production for inventory as would have been the case in the past, but in application of measures designed to intensify sales appeal.

A number of such measures are apparent but not conspicuous today. One manufacturer, for example, has placed on the label of his product the notice: "To be sold for two cents less than the regular price."

Such a procedure obviates the possibility that the price reduction, instituted to speed up sales, might be absorbed between the maker and user, thereby eliminating the very effect for which it is intended.

Other producers are stepping up sales promotion schedules, and most of those who have not already originated their own plans are making ready to do so.

IN THE SOUTH

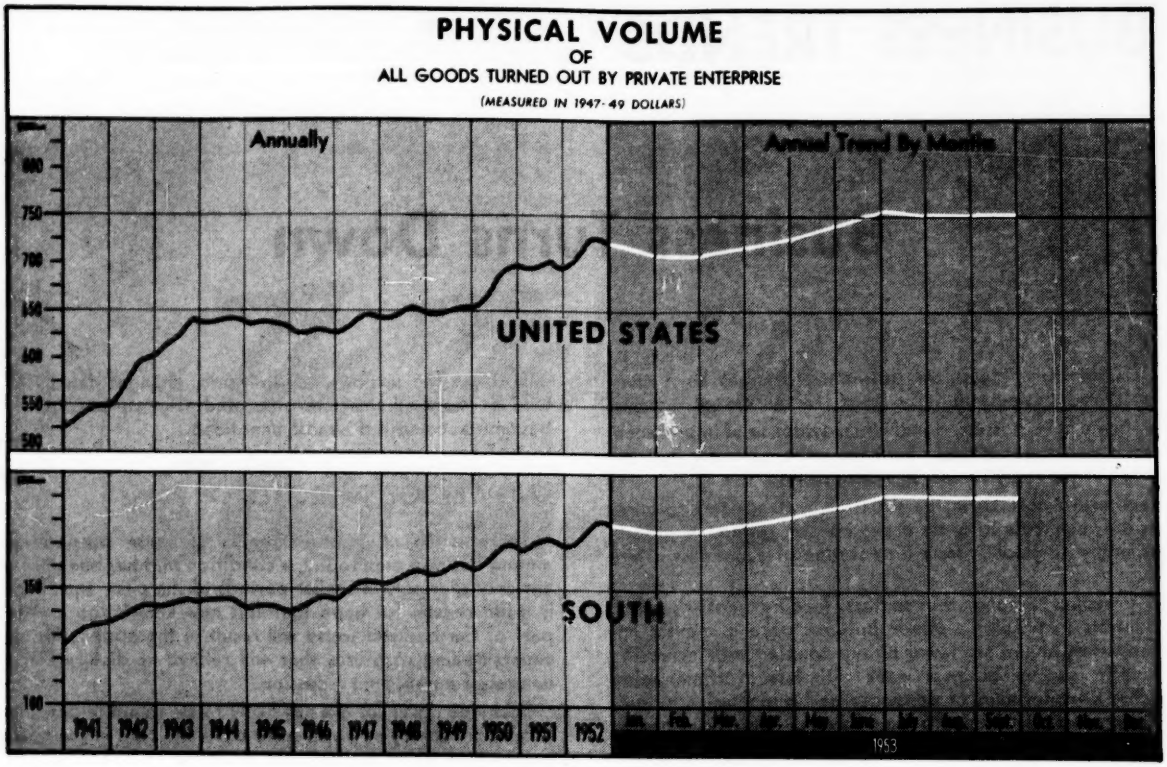
As business drops off in other regions, the South also is experiencing a slackening in activity.

However, in the South the decline has less ominous aspect than in other regions. To begin, the greatest decline in the South is taking place in the realm of Agriculture, a situation that is partly the work of nature, and in any event one that cannot range far downward so long as government price supports remain in effect.

Manufacturing, on the other hand, which has lagged in the South during a good part of the recent boomlet, appears to be proceeding at a rate very little if any slower than the average for the rest of the year.

Construction is slowing in the South perceptibly, and contract awards now being placed indicate greater slack for 1954, but the Region is still ahead of the Nation in this category, and so long as building activity remains anywhere close to its present level, it is bound to be a strong support to other elements of business activity. There is growing reason to feel that the South has prepared itself better for impending adjustment than other regions have been able to do.

(Continued on page 8)



Regional Indicators

(*Continued from page 7*)

Farm Marketings ($ Mil.)

	Sep. 1953	*Aug. 1953*	*Sep. 1952*
South	$1,217	$ 769	$1,420
Other States	$1,974	$1,717	$2,188
United States	$3,191	$2,486	$3,608

Construction ($ Mil.)

	Sep. 1953	*Aug. 1953*	*Sep. 1952*
South	$1,059	$1,081	$1,013
Other States	$2,235	$2,241	$2,098
United States	$3,294	$3,322	$3,111

Mineral Output ($ Mil.)

	Sep. 1953	*Aug. 1953*	*Sep. 1952*
South	$ 579	$ 586	$ 574
Other States	$ 493	$ 496	$ 491
United States	$1,073	$1,073	$1,065

Manufacturing ($ Mil.)

	Sep. 1953	*Aug. 1953*	*Sep. 1952*
South	$ 4,958	$ 4,959	$ 5,004
Other States	$16,910	$17,861	$17,626
United States	$21,868	$22,820	$22,630

National Indicators

	Sep. 1953	*Aug. 1953*	*Sep. 1952*
Personal Income ($ Bil.)	$ 285.8	$ 287.0	$ 276.4
Ave. Weekly Earnings (Mfg.)	$ 70.49	$ 71.69	$ 69.63
Consumer Credit ($ Mil.)	$ 27,588	$ 27,434	$ 23,414
All Inventories ($ Mil.)	$ 79,331	$ 78,748	$ 73,437
Mfg. Inventories ($ Mil.)	$ 46,438	$ 46,195	$ 43,224
Trade Inventories ($ Mil.)	$ 32,893	$ 32,553	$ 30,213
Bank Debits ($ Mil.)	$147,873	$134,589	$136,067

	Sep. 1953	*Aug. 1953*	*Sep. 1952*
Ave. Weekly Hours (Mfg.)	39.6	40.5	41.2
Carloadings	3,153	4,022	3,364
Consumer Prices ('47-'49=100)	115.2	115.0	114.1
Retail Prices ('35-'39=100)	210.3	210.1	211.1
Wholesale Prices ('47-'49=100)	111.0	110.6	111.8
Construction costs ('47-'49=100)	125.2	125.2	120.7
Electric Output (mil. kw. hrs.)	42,923	44,497	38,723

SOUTHERN BUSINESS VOLUME

Business Volume By Regions ($ Million)
First 9 mos. of 1953 with gain (or loss) over First 9 mos. of 1952

	Farming	*Mining*	*Construction*	*Manufacturing*	*Utilities*	*Finance*	*Wholesale Trade*	*Retail Trade*	*Service Trade*	*Business Volume*
Ala.	$ 289 —13%	$ 99 —1%	$ 374 +3%	$2,264 +8%	$ 354 —3%	$ 254 +8%	$1,422 +9%	$1,664 +15%	$ 245 —3%	$6,965 +8%
Ark.	281 —24%	82 —8%	174 —12%	710 +7%	205 +1%	105 +11%	722 +13%	1,061 +11%	135 —1%	3,475 +4%
D. C.	— —	— —	218 +4%	178 +1%	218 +4%	282 +1%	1,227 +5%	1,581 +24%	249 even	3,953 +12%
Fla.	387 +4%	57 +7%	778 +24%	1,034 +11%	482 +2%	455 +19%	2,196 +26%	2,758 +19%	430 +13%	8,577 +18%
Ga.	521 —6%	25 even	451 +1%	3,049 +6%	482 +3%	356 +5%	2,166 —14%	2,201 +15%	396 +2%	9,647 +1%
Ky.	397 —6%	305 —17%	468 +39%	2,355 +11%	390 +2%	200 +11%	1,918 +23%	1,795 +13%	267 +2%	8,095 +12%
La.	221 —16%	613 +4%	576 +30%	2,389 +10%	532 —2%	249 even	1,703 +10%	1,773 +8%	267 +10%	8,323 +8%
Md.	217 —2%	14 even	550 +4%	3,207 +10%	479 +1%	415 +8%	2,003 +4%	2,084 +7%	328 +1%	9,297 +6%
Miss.	305 —13%	100 —2%	172 even	821 +5%	168 +2%	99 +8%	790 even	908 +4%	129 —3%	3,492 +1%
Mo.	712 —9%	73 —9%	595 +6%	4,871 +12%	870 +4%	691 +5%	6,154 +4%	3,335 +5%	674 +4%	17,975 +6%
N. C.	611 +3%	18 even	627 —15%	4,991 +6%	475 +4%	301 +4%	2,846 +9%	2,376 +9%	374 +4%	12,619 +6%
Okla.	439 —24%	464 +8%	304 +1%	1,383 +10%	336 +5%	223 even	1,463 +7%	1,600 +8%	261 —5%	6,473 +4%
S. C.	247 —25%	9 even	546 +9%	2,126 +5%	186 +3%	143 +17%	884 +8%	1,331 +12%	171 +6%	5,643 +6%
Tenn.	342 —12%	45 —19%	515 +15%	2,713 +13%	401 +1%	309 +7%	3,104 +8%	2,105 +7%	370 +11%	9,904 +8%
Tex.	1,202 —22%	2,563 +7%	1,692 +10%	8,076 +7%	1,533 +3%	1,139 +8%	7,286 +10%	7,237 +12%	1,225 +11%	31,953 +8%
Va.	327 —8%	90 —17%	591 +6%	3,403 +7%	563 +1%	395 +17%	1,882 +14%	2,314 +9%	348 +2%	9,913 +8%
W. Va.	120 —10%	642 —10%	151 —8%	1,368 +5%	347 even	130 +10%	843 +9%	1,126 even	171 +4%	4,898 +1%
South	6,618 —13%	5,199 even	8,782 +8%	44,938 +8%	8,021 +2%	5,746 +7%	38,609 +8%	37,249 +11%	6,040 +5%	161,202 +7%

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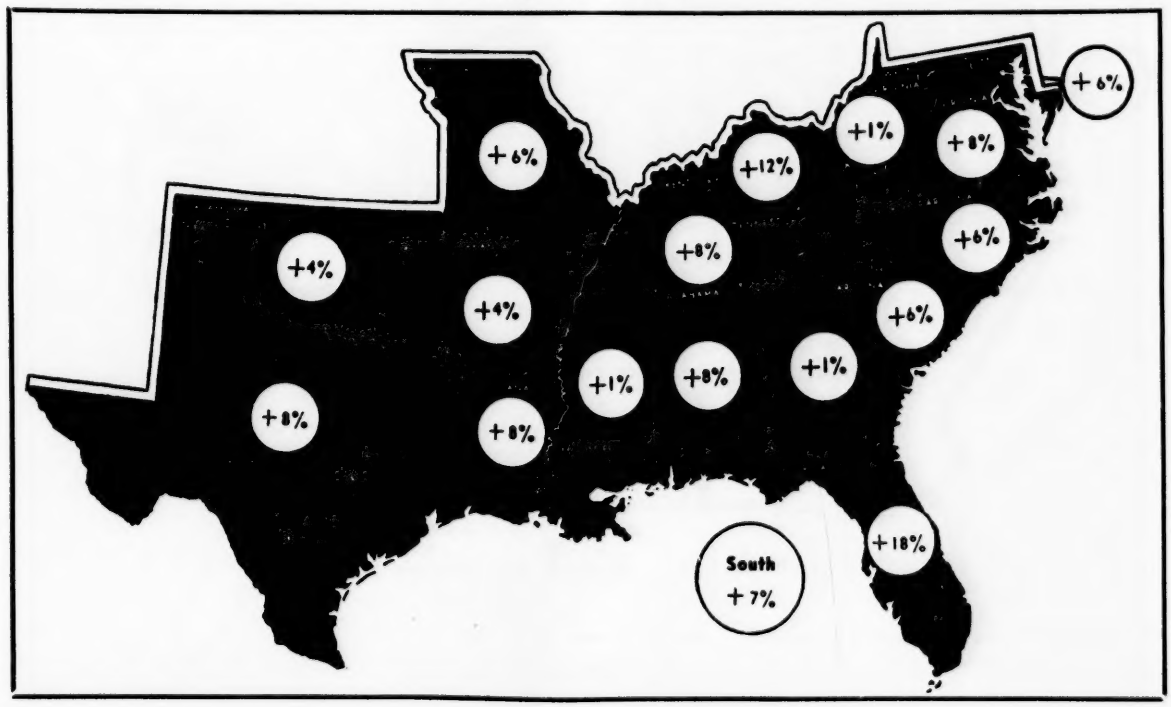


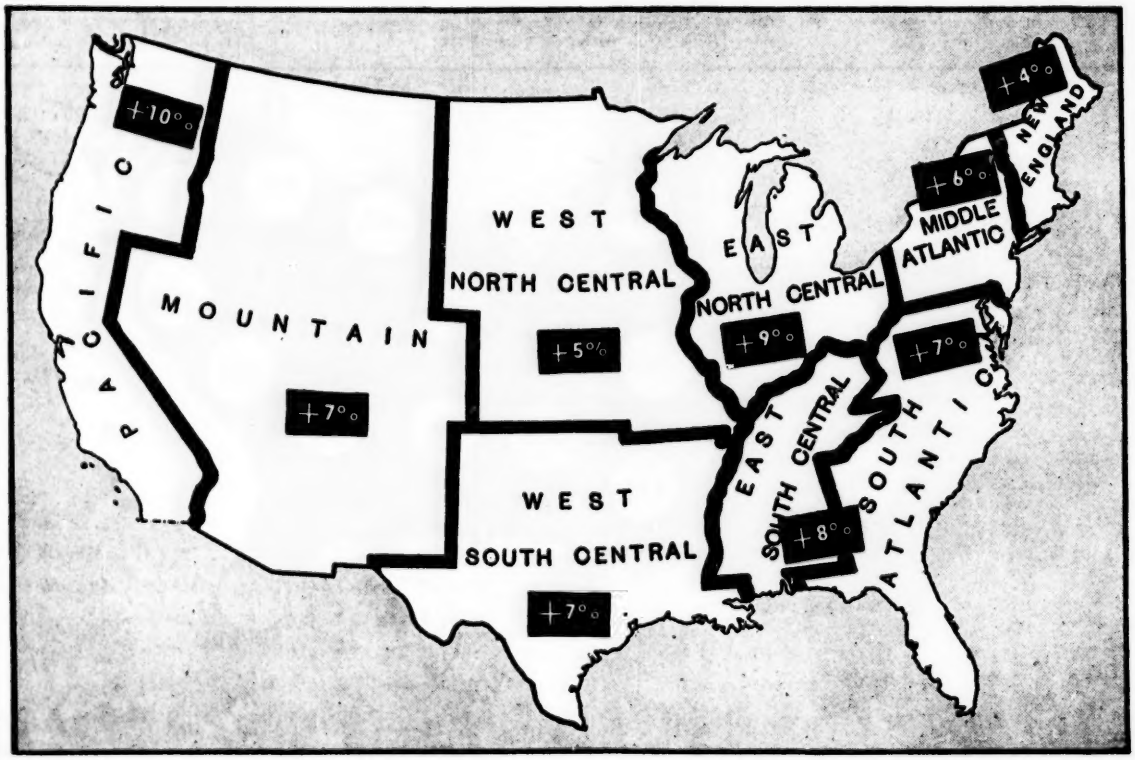
NATIONAL BUSINESS VOLUME

(*Continued from page 9*)

Business Volume By Regions ($ Million)

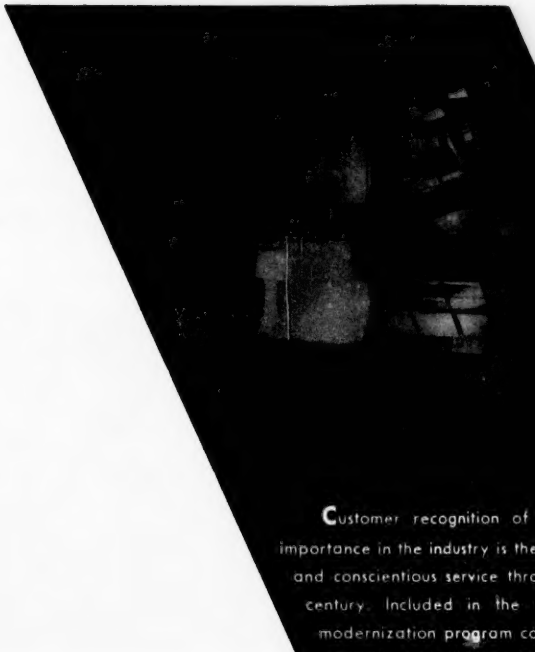
First 9 mos. of 1953 with gain (or loss) over First 9 mos. of 1952

	Farming	*Mining*	*Construction*	*Manufacturing*	*Utilities*	*Finance*	*Wholesale Trade*	*Retail Trade*	*Service Trade*	*Business Volume*
New Eng.	$ 583 —7%	$ 35 even	$1,387 +1%	$14,641 +7%	$1,393 even	$1,857	$7,490 +5%	$8,706 +10%	$1,403 +3%	$37,495 +4%
Mid. Atl.	1,629 —3%	899 —16%	4,681 +6%	48,524 +8%	6,668 +3%	7,113 +2%	48,192 +7%	25,115 +7%	6,811 even	149,632 +6%
E. N. Cen.	4,406 —3%	734 —3%	5,166 +6%	63,931 +13%	5,817 +5%	4,669 +4%	37,116 +10%	27,594 +6%	5,277 +4%	154,710 +9%
W. N. Cen.	5,616 —9%	774 +12%	1,986 +1%	15,599 +9%	2,787 +4%	2,000 +4%	18,340 +6%	11,882 +4%	1,913 +6%	60,897 +5%
S. Atl.	2,516 —4%	855 —9%	4,025 +3%	19,932 +7%	3,316 +2%	2,547 +10%	14,364 +6%	16,114 +11%	2,518 +5%	66,187 +7%
E. S. Cen.	1,333 —11%	549 —10%	1,529 +15%	8,153 +9%	1,313 even	862 +8%	7,234 +11%	6,472 +11%	1,011 +2%	28,456 +8%
W. S. Cen.	2,143 —22%	3,722 +7%	2,746 +10%	12,558 +9%	2,606 +2%	1,716 +5%	11,174 +10%	11,671 +10%	1,888 +7%	50,224 +7%
Mount.	1,311 —13%	1,112 +4%	1,025 +5%	3,218 +10%	1,150 +4%	588 +10%	3,781 +10%	4,441 +9%	773 +6%	17,399 +7%
Pacif.	2,434 —10%	947 +2%	3,084 +15%	18,771 +10%	3,011 +6%	2,586 +6%	15,223 +13%	13,569 +10%	3,118 +3%	62,743 +10%
U. S.	21,971 —9%	9,627 +1%	25,629 +7%	205,327 +10%	28,061 +3%	23,938 +5%	162,914 +9%	125,564 +9%	24,712 +3%	627,743 +7%



Newport Steel POURS QUALITY

from ELECTRIC and OPEN HEARTH FURNACES



Customer recognition of Newport's growing importance in the industry is the result of high quality and conscientious service throughout two-thirds of a century. Included in the present expansion and modernization program costing millions of dollars, is a battery of highly efficient and economical electric furnaces. In both open hearth and electric furnaces Newport matches your most exacting specifications with reverent vigilance. New and expanded facilities, the real advantages of economical Waterrail delivery, and location in the nation's most rapidly expanding industrial area, all make Newport your logical source of top quality steel.

ECONOMICAL WATERRAIL DELIVERY

Newport Steel is situated on the Mississippi-Ohio River system and the great Cincinnati rail hub. With the advantage of location, new river barge facilities and seven major railroads, Newport gives economical, dependable delivery to industrial areas throughout the Middle West and South.

PRODUCTS OF NEWPORT STEEL

- Hot-Rolled Steel in Coil
- Hot-Rolled Pickled Steel in Coil
- Electric Weld Line Pipe
- Hot-Rolled Sheets
- Galvanized Sheets
- Galvannealed Sheets
- Colorbond Sheets
- Hot-Rolled Pickled Sheets
- Electrical Sheets
- Alloy Sheets
- Roofing and Siding
- Eave Trough, Conductor Pipe
- Culverts

Newport Steel CORPORATION

NEWPORT, KENTUCKY

COAL SAVES 30% OVER OIL!

"When we remodeled our Reading power plant, we had two good solid reasons for choosing coal as our fuel.

"First, producing steam with oil would cost us up to 30% more than coal burned the modern way.

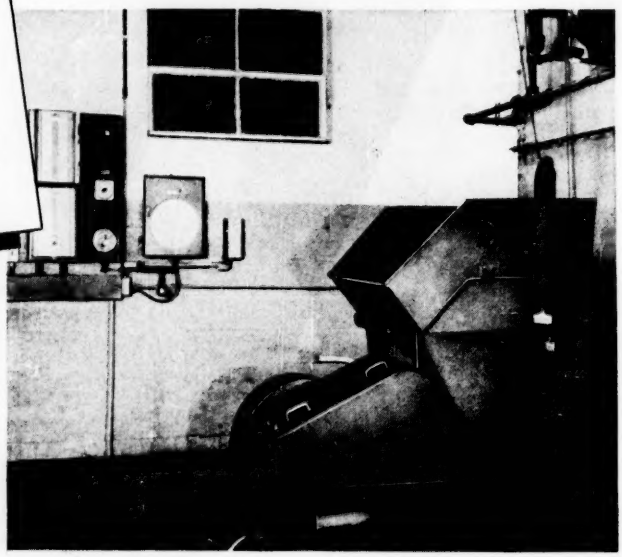
"Secondly, if we burned oil, a mechanical or electrical failure could shut us down tight. With coal, even if our single stoker broke down, we could hand-fire and keep going.

"For dependable low-cost steam, we're convinced this coal-burning installation is our best bet."

Additional case histories, showing how other types of plants have saved money by burning coal the modern way, are available upon request.

"By burning coal instead of oil, we save up to 30% on fuel costs and enjoy trouble-free operation!"

says C. R. Crowther, Vice President
Reading Glazed Paper Corp.
Reading, Pennsylvania



Here's a tip that can save you dollars on steam costs. Equip your plant with a modern coal-burning installation designed to fit your specific needs.

You'll find modern combustion equipment has made coal more economical than ever before. You'll find that up-to-date coal and ash-handling equipment will cut your labor costs and provide you with a clean, convenient, dust-free operation.

And only with coal can you be sure of a plentiful supply of fuel at relatively stable prices—now and far into the future. Coal, unlike other fuels, has virtually inexhaustible reserves. And America's highly mechanized coal mining industry is the most efficient and productive in the world.

BITUMINOUS COAL INSTITUTE
A Department of National Coal Association
Southern Building, Washington 5, D. C.

If you operate a steam plant, you can't afford to ignore these facts!

BITUMINOUS COAL in most places is today's lowest-cost fuel, and coal reserves in America are adequate for *hundreds of years to come.*

COAL production in the U.S.A. is highly mechanized and by far the most efficient in the world.

COAL prices will therefore remain the most stable of all fuels.

COAL is the safest fuel to store and use.

COAL is the fuel that industry counts on more and more—for with modern combustion and handling equipment, the inherent advantages of well-prepared coal net even bigger savings.

FOR HIGH EFFICIENCY — FOR LOW COST

YOU CAN COUNT ON COAL!

NEW AND EXPANDING PLANTS

COMPILED FROM REPORTS PUBLISHED IN THE DAILY CONSTRUCTION BULLETIN

ALABAMA

ALABAMA — Alabama Power Co. plans $100,000,000 expansion of facilities by 1975. Plans include hydro electric dams in Elmore, Shelby, St. Clair, Talladega, Calhoun, Etowah, Cherokee counties—Coosa River development. Application filed with FPC for permit to build five power plants on Coosa River in Alabama, in addition to company's three plants now located on the river.

ALABAMA—Southern Alabama Natural Gas Distribution let contracts for transmission mains and distribution system, southeastern part of Alabama: Contract No. 1—Holt and Thomason, Montgomery, $4,491,132; Contract No. 2—Engineering Construction Co., Tulsa, Okla., $3,326,505; Contract No. 3—Arthur Pew and E. N. Murray, Atlanta, Ga., $443,188; Contract No. 4—C. P. Banburg, Montgomery, Ala., $17,106; Contract No. 5—Southeastern Electric Construction Co., Inc., Andalusia, $627,859; Contract No. 7—Southeastern Electric Construction Co., Andalusia, Ala., $393,664; Contract No. 8—McDonough Construction Co., Atlanta, Ga., $1,460,905; Contract No. 9—Modern Welding Co., Owensboro, Ky., $704,599; Contract No. 10—Bumby and Stimpson, Inc., Orlando, Fla., $485,405.

ALABAMA — Southern Alabama Natural Gas District received bid of $847,459 from Southeastern Contracting Co., Birmingham, for transmission mains and distribution system; and bid of $627,858 from Southeastern Electric Construction Co., Andalusia, for Contract No. 6, Elbam, Enterprise and New Brocton Distribution System.

ANNISTON—Anniston Hardware Co. plans warehouse; Wilmot C. Douglas, 2922 Seventh Ave., Birmingham, Archt.

BIRMINGHAM—Acme Steel Co., 1727 Sixth Ave., purchased site for plant.

BIRMINGHAM — Belle-Meade Division, United Biscuit Co. of America, Box 89, Nashville, Tenn., received bids for warehouse, 17th Place and 17th St. W.

BIRMINGHAM— Continental Crescent Co. let contract to Brice Building Co. for $20,000 alterations to building, 908—13th St. Greer, Holmquist & Chambers, Archts.

BIRMINGHAM — Crawford Johnson Co., 3301 Eleventh Ave., N., let contract to Dunn Construction Co. for Coca-Cola plant. George P. Turner, American Life Bldg., Archt.

BIRMINGHAM—Drennen Motor Co., 401 S. 20th St., received bids for building alterations, Fourth Ave. Van Keuren, Davis & Co., 3004 Seventh Ave., Archt.

BIRMINGHAM — O'Neal Steel Works of Birmingham, Kirkman O'Neal, pres., plans addition to plant.

BIRMINGHAM — Southern Flooring Co., 530 Third Ave., N., received bid of $12,569 from J. H. West & Son for warehouse addition. D. O. Whilldin, Empire Bldg., Archt.

DECATUR—Alabama Flour Mills let contract to John McBride Construction Co. for office addition. Pembleton & Mims, Title Guarantee Bldg., Birmingham, Archt.

FAYETTE—The Whittemore Co., 161 Mass. Ave., Boston, Mass., plans factory. William I. Rosamond, Tuscaloosa, Archt.

MOBILE—Louisville & Nashville Railroad Co. received bids for passenger station. J. Platt Roberts & Co., Mobile, Archts.

POWDERLY — Republic Oil Co. let contract to Rives Construction Co., Birmingham, for $75,000 oil terminal.

ARKANSAS

ARKANSAS—Arkansas Louisiana Gas Co. plans $13,000,000 new construction in 1954.

BRINKLEY—Phillips-Jones Co., New York, plan shirt factory.

HELENA—Delta Fertilizer Co. plans three new bulk storage buildings, cost $150,000.

FLORIDA

COOSA PINES — Coosa River Newsprint Co., Charles J. Campbell, plans $75,000 newsprint factory.

DADE COUNTY — Southern Oil Co., 3850 Bird Road, Miami, let contract to K. E. Sessler, 3850 Bird Road, Miami, for $21,814 warehouse and office building, 8700 N.W. 36th Ave.

HIALEAH — AL-BI Corporation, 410 N. 129th St., Miami, let contract at $21,000 to Webb Construction Co., 620 N.E. 125th St., North Miami, for warehouse, 4198 E. 11th Ave.

HOLLYWOOD—Orange State Oil Co., c/o H. N. Glover, 368 N.E. 58th Terrace, Miami, plans $513,500 terminal at Port Everglades.

MIAMI—Allah Farms, Inc., Melrose Properties, Inc., 3136 N.W. 27th Ave., received bids for service station. Tyrus T. Tripp, 1520 Ponce de Leon Blvd., Coral Gables, Archt.

MIAMI—American News Co., 2200 N.W. 1st Ave., let contract at $24,000 to William L. Lewis, 3052 N.W. 57th St., for addition to warehouse. C. A. Cone, 731 S.W. 11th St., Archt.

MIAMI BEACH—Carl's Markets, Inc., 950 S.E. 12th St., Hialeah, let contract to Dempsey Construction Co., 3372 N.W. 17th Ave., Miami, for $38,000 supermarket, 969 Normandy Drive. Loyd F. Vann, 1674 Coral Way, Miami, Archt.

MIAMI—The Earl Corporation, The Earl Lipchin Co., 530 St. Paul Place, Baltimore, Md., let contract to T. F. LeJeune, 125 N.W. 54th St., Miami, for $22,000 office building, 830 S.E. Miami Ave. Road. Charles Giller, 10th Floor, Security Bldg., Miami, Archt.

MIAMI—Eelbeck Milling Co., 5174 W. Beaver St., Jacksonville, and 490 Ali-Baba Ave., Opalocka, let contract to Knox Construction Co., 12776 W. Dixie Highway, N. Miami, for $64,152 storage building, 2180 N.W. 23rd St.

New and Expanding Plants
Reported in November
161
Total for
Eleven Months of 1953
1817
Eleven Months of 1952
2020

MIAMI—Miami Shower Door Co., 3800 N.E. 2nd Ave., let contract to Gaines Construction Co., 1919 N.W. 17th Ave., at $22,350 for commercial building, 1951 N.W. 17th Ave. Gerard Pitt, 1208 Congress Bldg., Archt.

MIAMI—South Florida Dairy Products Co., 1073 21st Terrace, plans refrigeration and office building, N.W. 22nd St. M. M. Ungaro, 7021 Biscayne Blvd., Archt.

ORLANDO — Holler Chevrolet Car Co. let contract to Austin Construction Co., 813 Greenwood, at $24,415, for additions and alterations to car lot and reception area, 2400 N. Orange Ave. James Gamble Rogers, II, Winter Park, Archt.

ORLANDO—Orlando Fruit & Produce Co. received bid of $32,597 from R. Waldo Lord for building addition. L. Alex Hatton, 815 E. Colonial Drive, Archt.

ST. AUGUSTINE—Southern Bell Telephone & Telegraph Co., Atlanta, Ga., let contract to J. Y. Gooch Co., Inc., 1205 Congress Bldg., Miami, Fla., for 3-story dial and toll building. Armistead & Saggus, 1311 Candler Bldg., Miami, Archt.

GEORGIA

ATHENS — General Time Corporation of New York plans factory.

ATLANTA — Tennessee Egg Co. received bid of $83,228 from Pattillo Construction Co., Box 482, Decatur, for processing plant. Shepherd & Smith, Chattanooga, Tenn., Archts.

BARNESVILLE — William Carter Co. received bids for addition to plant. Robert & Co. Associates, 96 Poplar St., N.W., Atlanta, Archts.-Engrs.

CLEVELAND—Cleveland Ames Textile Corporation let contract to Singleton-Embree-Reed, Box 3716, Charlotte, N. C., for piping and misc. mechanical items.

DECATUR—Contractors Supplies Corporation received bid of $53,531 from ABCO Builders, 2220 College Ave., N.E., Atlanta, for sales and warehouse building. Francis M. Daves & Assocs., 57 Eighth St., N.E., Atlanta, Archts.

MILLEN—City plans bond election to finance $290,000 gas system.

SAVANNAH—American Cyanamid Co. let contract to Byck & Worrell Construction Co., Inc., for chemical plant. Robert & Co. Associates, 96 Poplar St., N.W., Atlanta, Ga., Archt.

KENTUCKY

LOUISVILLE — General Electric Co. plans erecting building at Appliance Park.

LOUISIANA

ALEXANDRIA—Brown-Roberts Hardware & Supply Co. received bid of $58,888 from A. A. Gremillion & Co., P.O. Box 1213, for new warehouse building and office. Charles T. Roberts, Guaranty Bank Bldg., Archt.

ARABI — Ford Motor Co., 7200 N. Peters St., received bid from Gurtler, Hebert & Co., Inc., P.O. Box 8066, 1539 Pleasure St., New Orleans, for additions to present building.

ARNAUDVILLE—Mayor James P. Haval sold $200,000 bonds for natural gas system.

CALCASIEU & CAMERON PARISHES—Cameron Telephone Co., Inc., Carlyss, received bids for Louisiana 515 project.

HARVEY — Schlumberger Well Surveying Corporation let contract to R. P. Farnsworth & Co., Inc., 1515 S. Salcedo St., New Orleans, at $111,500 for two new 1-story industrial buildings. Claude E. Hooton, 509 St. Ann St., New Orleans, Archt.

JEFFERSON PARISH—Shell Oil Co., 1407 Pere Marquette Bldg., New Orleans, received bids for new standard Shell 2-bay oil station building.

MONROE—Borden Co. let contract to Jesse F. Heard & Son, P. O. Box 3566, West Monroe, at $69,694 for renovations and conversion of building into milk processing plant. William King Stubbs, Bernhardt Bldg., Archt.

MONROE—United Gas Corporation received bid of $75,482 from W. C. Salley, P. O. Box 24, for modern one-story office building on Cypress St. at Pine St. Smith & Padgett, Ouachita National Bank Bldg., Archts.

MORGAN CITY—Mayor received bids for light and power plant.

NEW ORLEANS—American Brewing Co., 717 Bienville St., let contract to Hardy-Stevens Co., 921 Carondelet Bldg., at $24,600, for rebuilding 4 malt bins. Stone Brothers, 820 Union St., Archts.

NEW ORLEANS—Esso Standard Oil Co., 1410 Canal St., let contract to Delta Construction Co., 4042 Thalia St., for remodeling service station, Tulane & Carrollton Aves.

NEW ORLEANS—Esso Standard Oil Co., 1410 Canal St., let contract to Roy A. Evers, 1310 Poland Ave., for new service station on Chef Menteur Highway and Werner Drive.

NEW ORLEANS — Jefferson Cold Storage Co. received bid of $103,811 from Frick Co., 909 S. Jefferson Davis Parkway, for refrigeration equipment and cold storage insulation in new 2-story cold storage warehouse and office building. Curtis & Davis, 822 Perdido St., Archts.

NEW ORLEANS—Shell Oil Co., 600 S. Jefferson Davis Parkway, received bids for rebuilding service station, Jefferson Highway & LaBarre Road.

NEW ORLEANS— Peelers Machinery Co., 635 S. Peters St., received bids for office and shop building. J. M. Lapeyre, 635 S. Peters St., Archt.

NEW ORLEANS—Pontchartrain Motor Co. let contract at $534,917 to Gervais F. Favrot Co., Inc., Balter Bldg., for 2-story auto sales and service building, 701 Baronne St. Edward B. Silverstein, 302 Magazine St., Archt.

NEW ORLEANS—Shell Oil Co., 1407 Pere Marquette Bldg., let contract to Lynn Construction Co., 4010 Eden St., for new service station at 1100 N. Broad St.

NEW ORLEANS—Southern Bell Telephone & Telegraph Co. let contract to B. N. Bott, P. O. Box 10127, Jefferson Branch, for new dial telephone office building. Warren, Knight & Davis, Protective Life Bldg., Birmingham, Ala., Archts.

NEW ORLEANS—Southern Railway Co., 210 Transportation Bldg., Cincinnati, received bids for remodeling 3-story freight office building at Basin and St. Louis Sts.

RESERVE—Reserve Telephone Co. let contract at $46,000 to Perrilliat-Rickey Construction Co., Inc., P. O. Box 7027, 1530 S. Rendon St., New Orleans, for office building. Leo Dufrechou, 1310 Esplanade Ave., New Orleans, Archt.

TALLULAH—Gee Gee of Shreveport, Inc., received bid of $39,994 from Horace B. Rickey, Inc., P. O. Box 218, Lafayette, for new office and warehouse building, Dabney & Walnut

(Continued on page 14)

NEW AND EXPANDING PLANTS

(*Continued from page* 13)

Sts. George W. Edwards, 1509 Cochran St., Dallas, Tex., Archt.

MARYLAND

BALTIMORE — Bethlehem Steel Co. received bids for blast furnace, office building, Sparrows Point.

BALTIMORE—Isaac Cohen, 405 W. Barre St., plans warehouse, 413-421 W. Barre St.

BALTIMORE—Earle Lipchin Co., 530 St. Paul Place, let contract to Kahn Engineering Co., 110 E. 25th St., for $153,000 office building, 210 N. Calvert St. Haddox & Williams, Archts.

BALTIMORE — Eastern Motor Express, Inc., 1326 Carroll St., received bids for office and truck terminal, Caton Ave. & Washington Blvd. J. Eldridge Moxley & Son, 12 E. 24th St., Archt.

BALTIMORE — Esso Standard Oil Co., Standard Oil Bldg., plans $15,000 alterations to office building, 4100 Boston St.

BALTIMORE — Preston Trucking Co. let contract at $15,000 to Kirby & McGuire, Inc., 2518 Greenmount Ave., for addition to loading dock, 4600 Ashland Ave. Howard W. Wheeler, 1021 N. Calvert St., Archt.

MIDDLE RIVER BR. BALTIMORE—Glenn L. Martin Co. received bids for airport administration building addition.

MIDDLE RIVER BR. BALTIMORE—Glenn L. Martin Co. received bids for building for bottled gas storage.

MIDDLE RIVER BR. BALTIMORE—Glenn L. Martin Co. let contract at $11,180 to Reading & Co., Inc., 26 E. 25th St., Baltimore, for maintenance construction work.

MIDDLE RIVER BR. BALTIMORE—Glenn L. Martin Co. received bids for modifications building "AA," Plant No. 2.

TEXAS — Hayes Manufacturing Corporation, Grand Rapids, Mich. (for Aircraft Armaments, Inc., 4415 Reisterstown Road), let contract at $245,463 to Henry A. Knott, Inc., 2406 Greenmount Ave., Baltimore, for facilities for Aircraft Armaments, Inc. Cyril H. Hebrank, 20 E. Lexington St., Baltimore, Archt.

MISSISSIPPI

COLUMBIA—Mayor & Board of Aldermen let contract at $398,198 to Marvin L. Polk, P. O. Box 87, for one-story furniture plant for New Orleans Furniture Manufacturing Co.

COLUMBUS—American Bosch Co., Springfield, Mass., received bid of $661,333 from M. T. Reed Construction Co., P. O. Box 1066, Jackson, for new factory building. Lawrence S. Whitten, 552 Brown-Marx Bldg., Birmingham, Ala., Archt.

GREENWOOD—City received bids for manufacturing plant on Highway 82-W for Conmar Products Corporation of Newark, N. J. Kelly & Gruzen, 744 Broad St., Newark, N. J., and Robert J. Moor, Greenwood, Miss., Archts.-Engrs.

GULFPORT — Navy Department, Public Works Office, Charleston, S. C., received bids for new one-story G.S.A. warehouse buildings Nos. 1 and 2.

JACKSON—Century Manufacturing Co. received bids for new plant building. John L. Turner & Associates, 201-2 Medical Bldg., Box 1348, Archt.

MONTICELLO — Board of Supervisors of Lawrence County received bids on $100,000 bond issue for industrial bonds.

MONTICELLO — Board of Supervisors of Lawrence County received bid of $15,877 from Texas Automatic Sprinkler Co., Jackson, for sprinkler system; and bid of $24,800 from Chicago Bridge & Iron Co., Atlanta, Ga., for water tank for Phalo Corporation plant building. Spain & Biggers, Deposit Guaranty Bank Bldg., Jackson, Archts.-Engrs.

WAYNESBORO—Southern Bell Telephone Co. let contract to W. A. Boyd for new building on Spring St.

MISSOURI

KANSAS CITY — Westinghouse Electric Corporation, G. A. Price, president, plans $25,000,000 to $30,000,000 expansion program.

ST. LOUIS — Western Printing & Lithographing Co., 1310 S. Spring Ave., let contract to Fruin-Colnon Contracting Co., 1706 Olive St., for printing plant, 1310 S. Spring Ave. John A. Thompson, 1706 Olive St., Archt.

NORTH CAROLINA

ALBEMARLE — Coca-Cola Bottling Co. to receive bids in February for $150,000 coca-cola plant. M. R. Marsh, 404 Chatham Bldg., Charlotte, Archt.-Engr.

CHARLOTTE—Auto Finance Co. plans office building. M. R. Marsh, 404 Chatham Bldg., Archt.-Engr.

CHARLOTTE — Charlotte Grocers Mutual Corporation, 2322 N. Tryon St., received bids for warehouse building. J. N. Pease & Co., 119½ E. 5th St., Archts.-Engrs.

CHARLOTTE — Dacam Corporation plans industrial plant. M. R. Marsh, 404 Chatham Bldg., Archt.-Engr.

CHARLOTTE—Walter J. Klein Co. let contract to Southeastern Construction Co., 301 W. 2d St., for building 1216 Elizabeth Ave. McDowell & Cooler, Archt.

CHARLOTTE—Singer Sewing Machine Co. received bids for office and warehouse. A. G. Odell, Jr. & Associates, Archts.

DURHAM—Nicholson, Inc., plan office addition.

GREENSBORO — American Oil Co. plans service station, East Market & Forbis Sts.

MARION—Biltmore Dairy Farms let contract at $21,876 to Herman Sipe & Co., Conover, for alterations and additions to dairy bar and distribution plant. Brackett & Brackett, Asheville, Archts.

NASHVILLE—Nashville Industrial Development Corporation, John Sustare, Pres., plans raising funds for $90,000 building for New York dress manufacturing firm.

SHELBY—Dover Mill Co., J. R. Dover, Jr., president, plans $300,000 throwing plant.

STATESVILLE—Coca-Cola Bottling Co. to receive bids in February for new $160,000 plant. M. R. Marsh, 404 Chatham Bldg., Charlotte, Archt.-Engr.

STONEVILLE — Baxter, Kelly & Faust, Inc., let contract to Air Engineering Co., Charlotte, for heating and ventilating for plant addition.

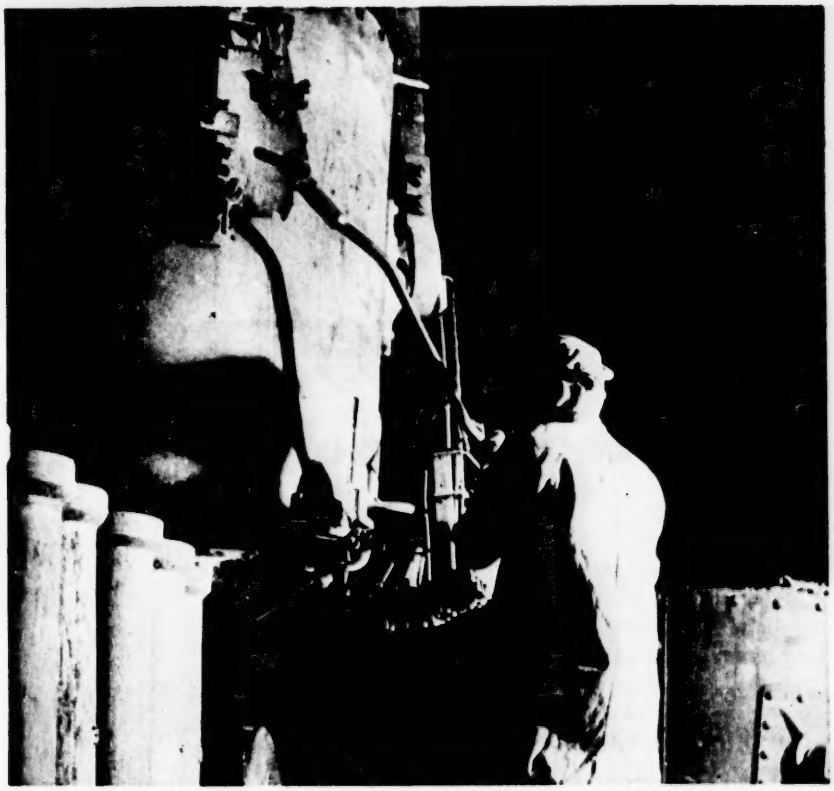
OKLAHOMA

ARDMORE—Signal Oil & Gas Co., Los Angeles, Calif., plans new natural gasoline plant.

PRYOR—Army Ordnance Dept. plans new plant in Grand River Dam Authority Industrial District at site of Oklahoma Ordnance Works.

(*Continued on page* 59)

How Fine Grain "Grows" Quality Steel



The casting of molten steel in specially designed billet-size ingot molds brings about more rapid, uniform solidification of the metal. This faster, more uniform solidification insures a finer grain structure, an inherent characteristic of high quality steels.

These billet-size ingots are subsequently reheated and rolled directly into finished products: Hot rolled merchant bars and bar shapes, concrete reinforcing bars and strip.

Connors was among the first steel-producers to develop this technique of casting and processing billet-size ingots.

The picture above shows a ladle of molten electric furnace steel being poured into Connors' billet-size ingot molds . . . thus helping "grow" quality by means of uniformly fine grain structure . . .

6 NEW HORTON DIGESTERS

for cooking pulp

The sulphate pulp digesters illustrated in the accompanying views were built in our Birmingham shops for the St. Joe Paper Company at Port St. Joe, Florida. These digesters are 12 ft. in diam. by 45 ft. 4 in. long overall. They were designed, built, x-rayed and stress-relieved in accordance with Paragraph U-68 of the ASME Code for Unfired Pressure Vessels.

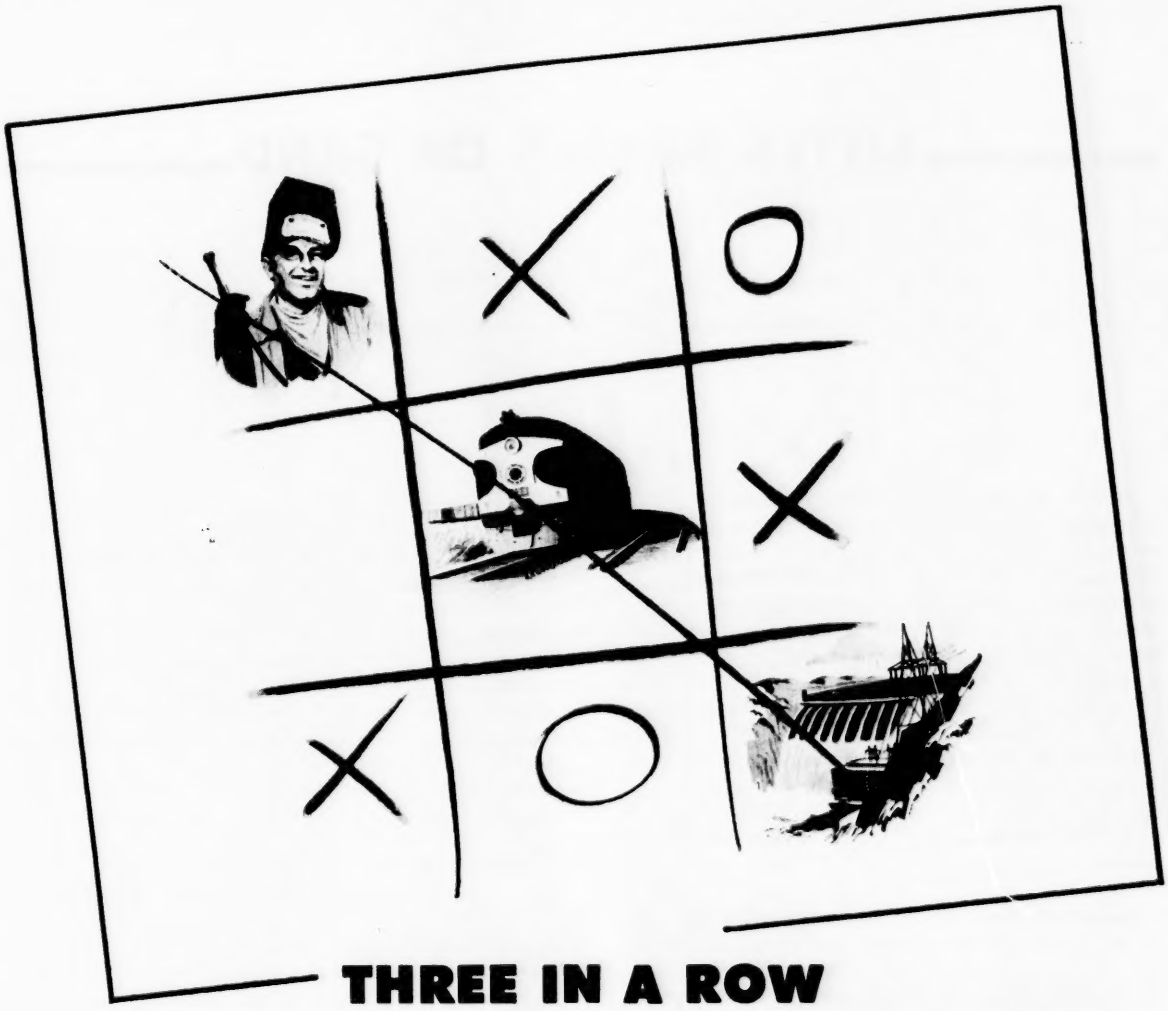
Welded digesters are typical examples of the type of steel plate work we are equipped to build. We also fabricate and erect Horton elevated tanks, standpipes, reservoirs, flat-bottom tanks, Hortonspheres, Hortonspheroids and other steel plate structures of carbon steel or corrosion-resistant materials. Our shops are equipped for x-raying and stress-relieving and we have facilities for pickling and painting fabricated steel plate work.

Estimates or quotations on any Horton welded steel plate structure may be had by writing our nearest office. There is no obligation on your part.

CHICAGO BRIDGE & IRON COMPANY

Atlanta 3 .....2145 Healey Bldg.	Detroit 26 .....1510 Lafayette Bldg.	Pittsburgh 19 .....3223 Alcoa Bldg.
Birmingham 1 .....1530 North Fiftieth St.	Houston 2 .....2114 C & I Life Bldg.	Salt Lake City 4 ....520 West 17th South St.
Boston 10 .....1020—201 Devonshire St.	Los Angeles 17 ..1517 General Petroleum Bldg.	San Francisco 4 .....1540—200 Bush St.
Chicago 4 .....2106 McCormick Bldg.	New York 6 .....3313—165 Broadway Bldg.	Seattle 1 .....1320 Henry Bldg.
Cleveland 15 .....2216 Midland Bldg.	Philadelphia 3..1619—1700 Walnut Street Bldg.	Tulsa 3 .....1611 Hunt Bldg.

PLANTS IN BIRMINGHAM, CHICAGO, SALT LAKE CITY AND GREENVILLE, PENNSYLVANIA



THREE IN A ROW

...in the *industrial* SOUTH!

THREE . . . AND MANY MORE! For there seems to be no limit to the industrial advantages you find when you "Look South" these days.

For example, here in the Southland you find a plentiful supply of eager-to-learn, easy-to-train manpower — both skilled and unskilled—right at hand.

You find efficient, dependable transportation provided by the modern, completely dieselized Southern Railway System that "serves the South."

You find rich natural resources—a year-around temperate climate—great and fast-growing consumer markets.

For a winning combination of industrial advantages of every kind . . . *"Look Ahead—Look South!"*

Harry A. DeButts
President

LOOK SOUTH
LOOK AHEAD

SOUTHERN
RAILWAY SYSTEM
WASHINGTON, D. C.

The Southern Serves the South

LITTLE GRAINS OF SAND

"Little drops of water, little grains of sand,

Make the mighty ocean, and the pleasant land."

Unfair Taxes. Two stumbling blocks to private enterprise, both with an adverse effect on equity investments, are the double tax on dividends and the capital gains tax. Under the double dividend tax, a shareholder is taxed not only on the net income of the corporation in which he holds his shares, but again when a portion of that income is distributed to him as a dividend.

No other form of individual income is subject to such a dual Federal assessment.

The capital gains tax is an extraordinary tax to begin with, for capital gains are not income, and no other important nation imposes a tax upon them, recognizing such gains for what they are as purely increases in capital.

Security? Probably the greatest internal danger to the economic growth of this country at the present time is the accelerated trend of the past 20 years toward government-guaranteed security—an ever-magnified reliance by individual citizens upon the government—an attitude of dependence rather than independence. Corrosive as this is of individual initiative, the danger is that, if accepted as a general way of life, such security will inevitably lead to economic retrogression, rather than to progress under the country's system of free enterprise, wherein lies its only true security.

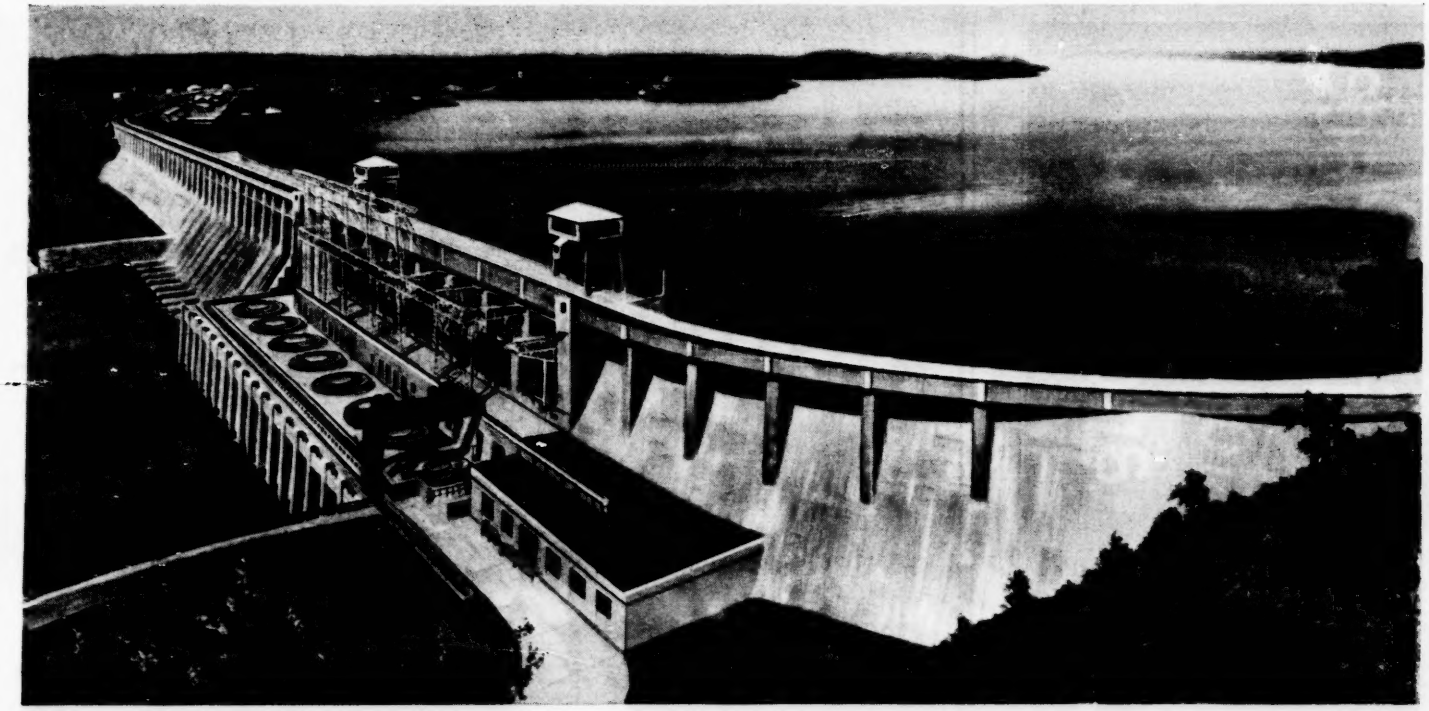
The men who made this country what it is today had no thought of government protection, or guidance from the cradle to the grave. It took initiative, intelligence, imagination and ambition to bring this country to its present prosperous and powerful position among the nations of the earth. It took, as well, a determination to maintain freedom and independence in both thought and action. Such men did not seek security, but by their deeds bestowed security on others less capable and enterprising than themselves.

The present Administration came into power pledged to balance the budget. How long is it going to continue to defer making good on this pledge?

Regimentation. The proposal for guaranteed wages places the cart before the horse. In order to make such blank commitments on payrolls, there would have to be equal assurances of uninterrupted production and incoming orders. But such is not the case. In the final analysis, jobs are created at the market place as it is the consumer by his preferences that determines the type and amount of goods to be produced. If a firm does not meet with consumer favor, its business shrinks and eventually it is forced to liquidate, with the consequence that its workers are compelled to get new jobs or join the ranks of the unemployed. To guarantee an annual wage, it would be necessary for the Government to guarantee national income. This in turn would involve absolute Federal control not only over production, wages, and prices, but also over consumption, including dictation over the amounts and kinds of goods that consumers could buy. In other words, the logical sequence of this proposal would be the creation of a Frankenstein that would destroy private enterprise and also trade unions, and out of the wreckage would emerge a totalitarian state. Under such a regime, wages could be guaranteed but they would provide only a mere subsistence, while individual freedom would disappear.

Labor's New Argument. Not only do unions claim at least the lion's share of any productivity gains, regardless of the fact that these gains depend largely, if not primarily, on technological progress and continued heavy capital investment, but they pretty up this demand by constant repetition of the purchasing power theory which says, in effect, that high purchasing power is synonymous with a high level of consumption. This line of reasoning is part and parcel of the unions' anti-recession formula. It is now being pushed with greater vigor than ever because the unions are without any sound case for another round of wage increases next year. Neither the cost-of-living nor the ability-to-pay argument is

(*Continued on page* 22)



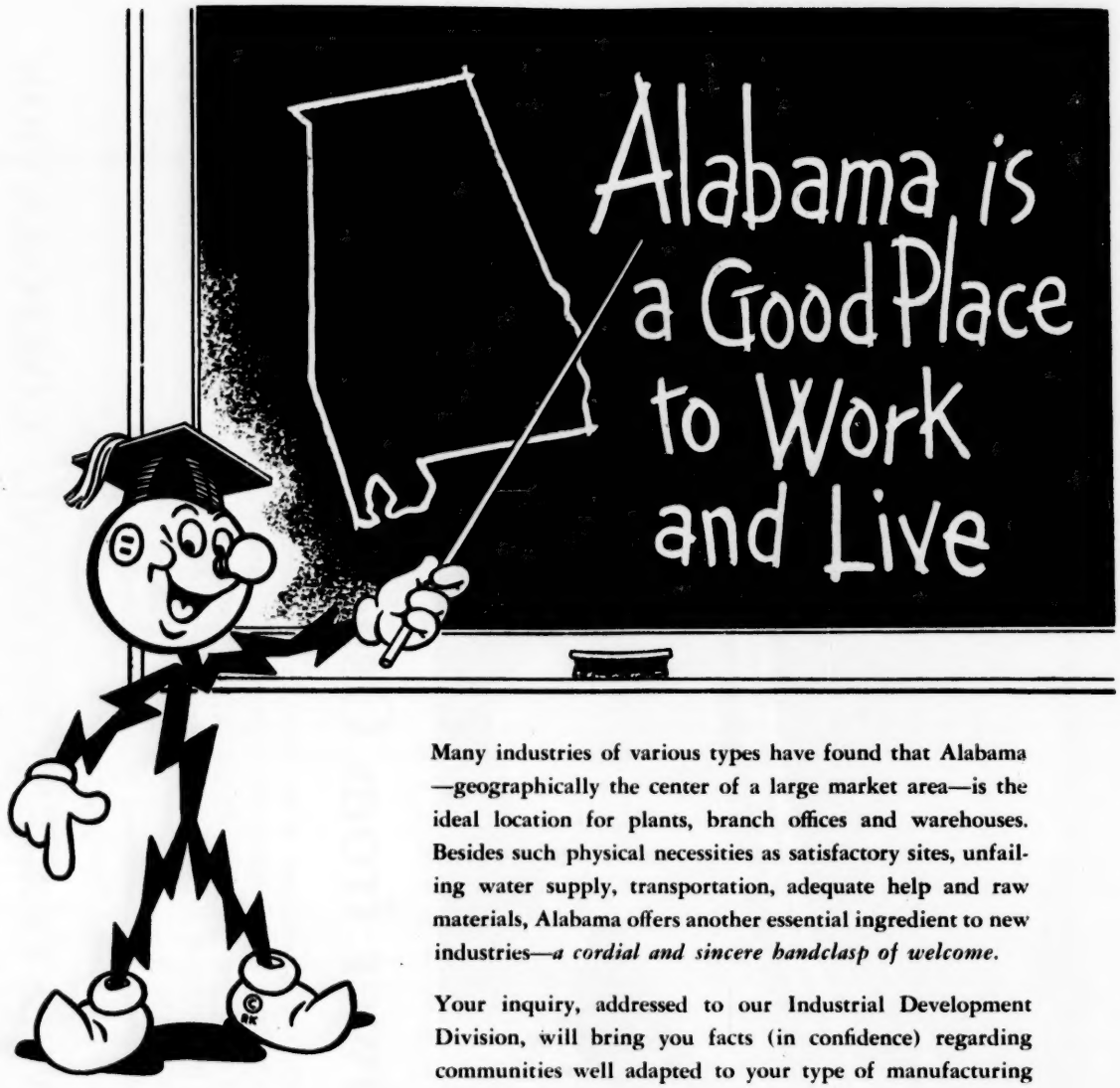
More Hydro Power from Osage

The design and construction of the initial installation of the Osage Hydroelectric Development, comprising six units of 23,887 kva each, was completed by Stone & Webster Engineering Corporation in 1931.

To provide additional power to meet the system's growing requirements, and following an engineering analysis by the engineers of Union Electric Company of Missouri, decision was reached in 1951 to employ Stone & Webster Engineering Corporation to install two additional units of 23,887 kva each, bringing the total capacity of Osage to 191,096 kva.

STONE & WEBSTER ENGINEERING CORPORATION

A SUBSIDIARY *of* STONE & WEBSTER, INC.



Many industries of various types have found that Alabama —geographically the center of a large market area—is the ideal location for plants, branch offices and warehouses. Besides such physical necessities as satisfactory sites, unfailing water supply, transportation, adequate help and raw materials, Alabama offers another essential ingredient to new industries—*a cordial and sincere handclasp of welcome.*

Your inquiry, addressed to our Industrial Development Division, will bring you facts (in confidence) regarding communities well adapted to your type of manufacturing operations.

Alabama Power Company

Birmingham 2, Alabama

In Stock

- **STAINLESS STEEL**
- **WIRE ROPE**

PROMPT DELIVERY!

Send for Free Stock Lists on Stainless Steel or Wire Rope

STAINLESS Steel sheets, plates and bars in a complete range of sizes are available from our new Birmingham warehouse. Modern loading facilities assure prompt shipment. Central location means fast delivery.

Wire Rope of highest quality, in all sizes and types, including fiber and wire centers, adapted to use on all types of equipment, accurately measured and available for immediate shipment. Write, wire or phone your order.

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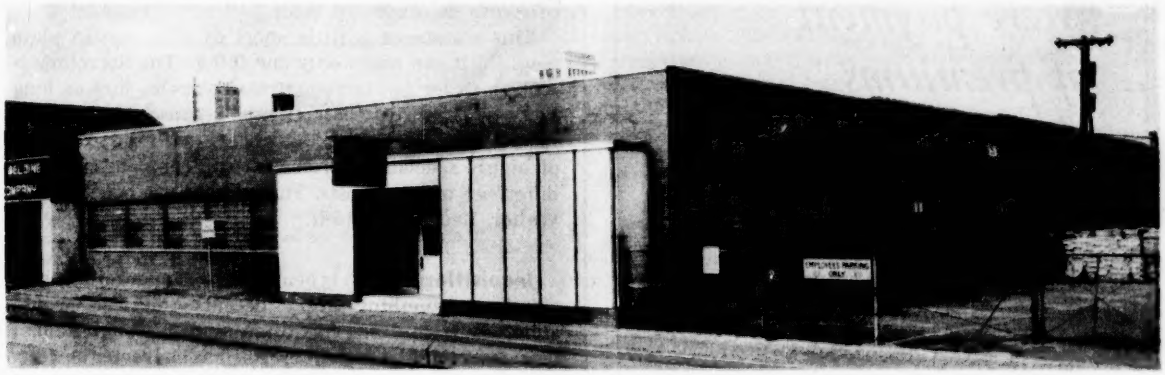

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- Structural shapes, plates, bars, small shapes, agricultural shapes, tool steel, strip, floor plate, cotton ties.
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UNITED STATES STEEL EXPORT COMPANY, NEW YORK

USS

UNITED STATES STEEL

LITTLE GRAINS OF SAND

(*Continued from page* 18)

promising from the unions' point of view at this time.

Hands Off Policy. Since late October the United Automobile Workers Union has been running a strike at the plants of the North American Aviation Co., which makes the F-86 Sabre-Jet, the newer F-100 and other military aircraft. Union demands for higher wages have been backed strongly by the CIO delegates at the Cleveland convention, which recently passed a resolution condemning the Defense Department for its "obvious indifference to the needs of the defense production program."

The fact is that Washington has maintained a strict hands-off attitude. Its action has clearly been in line with President Eisenhower's oft-repeated desire to return collective bargaining to labor and management, keeping the government out of contract negotiations wherever possible. As a result, the walkout lately has been losing its effectiveness. More than one-quarter of the 33,000 strikers already are back on the job. It now seems likely that the UAW will settle for considerably less than their original demands for a 26¢-an-hour increase.

Meaningless. Secretary Weeks, in a recent foreign trade speech, tried the impossible. "I am willing," he said, "for American industry to face the competition of any industry anywhere with respect to all the ingredients which go to make up a product—management, plant, equipment, methods, raw materials—except the labor factor. I am not willing to have American industry compete at the expense of the standard of living of American labor."

This statement is little short of amazing. In plain English, it can mean only one thing: The Secretary is willing to let foreign countries compete, just as long as there is no real competition—because the only real factor on which foreign industries—with the exception of highly specialized products—can compete is on the difference of labor costs. This might have been said by Walter Reuther himself.

Inquisition? Much is being heard of character assassination, something every decent American would abhor. But what one has often seen in Congressional hearings might be better described as character suicide. Why on earth should any innocent person, if questioned by properly constituted authority as to whether he has been engaged in espionage or subversive activity, hesitate to answer with a positive "No"? Complaints that suspected persons are unable to defend themselves overlook the point that very many suspects deliberately forego self-defense.

"Guilt by association" has a sinister sound. But in government service as in private business reasonable proof of good character is a legitimate requirement for appointment to a responsible post. The directors of a bank would be held criminally negligent if they put

(*Continued on page* 24)

Huge Terminal Building at World's 2nd Largest Airport *By* AMERICAN BRIDGE

Interesting Facts

Airfield is 2nd Largest in World.

Terminal Building is Largest in World.

The terminal building provides facilities of a small city, including a 62-room hotel, a restaurant to accommodate 3000, numerous shops.

Designed by: **Allegheny County Department of Aviation.**

Owner and Operator: **Allegheny County Department of Aviation.**

Architect: **Joseph Hoover, Pittsburgh.**

Consulting Engineer: **L. W. Cook, Pittsburgh.**

Structural Steel Fabricated and Erected by **American Bridge: 4,000 Tons.**

AVAILABLE NOW! *For showing in churches, schools, clubs and industries, the new sound and color motion picture— BUILDING FOR THE NATIONS—a candid, factual photographic record of the highlights of the fabrication and erection of the United Nations Secretariat Building.*

4,000-Ton steel framework fabricated and erected for 460-ft. semi-circular 7-story Administration Bldg. and 578-ft. Loading Dock

THE new thirty-three million dollar Greater Pittsburgh Airport, opened in June 1952, is an impressive sight. Its sixteen-hundred acre airfield is the second largest in the world . . . larger even than Washington's National Airport and New York's LaGuardia Field combined!

But, as impressive as is the airfield itself, it is overshadowed by the spectacular Administration Building. This seven-story, semi-circular structure with its long loading dock is easily the world's largest terminal building.

American Bridge fabricated and erected the 4,000-ton steel framework for this huge structure which is 460′ feet in breadth at its widest point, and with its 578-ft. loading dock has an over-all length of 979 feet. Nine months after the erection crew took over, the last rivet was driven.

This huge building is another example of American Bridge engineering and fabricating "know-how". And it is your assurance that you can depend on American Bridge to handle any type of steel-frame construction with thoroughness and speed . . . any time . . . anywhere. If you would like to know more about the advantages of American Bridge fabricated and erected construction, call our nearest office.

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AMERICAN BRIDGE

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UNITED STATES STEEL

LITTLE GRAINS OF SAND

(*Continued from page 22*)

the bank's cash in the hands of a man who, as they had been informed by reliable sources, was an intimate associate of Scarface Al Capone. What then of government officials who promote to high office men designated by the F.B.I. as in close contact with Soviet espionage rings?

A Warning. There is no place for Communists, or for those who will not say whether they are or not, on the faculties of our schools. For a Communist teacher is not a teacher; he is an advocate of a philosophy dangerous to our form of government. And a person who will not say whether he is a Communist lacks the forthright honesty that must be expected of educators. Such persons are not fit to teach except in acknowledged Communist schools.

In a speech in Maine last month Senator McCarthy said that he intended to introduce legislation to remove tax exemptions from foundation funds intended for colleges and universities with "Fifth Amendment people" on their faculties. Senator McCarthy's plan serves one purpose. It points up the right of the Congress to take such action if the Congress wishes to do so. For what the Congress has granted in the way of tax relief to education the Congress can take away. And the warning in this is plain.

Socialism Stifles Progress. A late report from the U. S. Census Bureau says that Tennessee's population has had a *decrease* since April 1, 1950 of 1 per cent—or 32,000 persons. None of its neighboring states has had a similar experience; in fact, a 3.1 per cent *increase* was recorded for the South as a whole.

This report is naturally causing considerable disturbance and discussion among state officials, newspaper editors, and the people themselves. And well it should, because such a situation is most unfavorable to the economic welfare of the state.

The discussion of this decline in population has been mainly confined thus far to wondering why it has happened. Generally speaking, Tennessee has all the natural factors that make for growth and prosperity.

As one newspaper editor states it, the problem has "grave implications" for the State of Tennessee.

One answer to this observation might be that Tennessee is located in the heart of the Tennessee Valley Authority. This is a factor that is perhaps not only "unforeseen" but not even admitted by many, if any, state officials and newspaper editors and by only a small percentage of the people. But it is there, nevertheless.

There has been a return to a private enterprise "climate" in this country in recent months and many things hitherto camouflaged are now being exposed in their true light. There have been rumors for some time that industry has been hesitant to move into the TVA area. This census report would indicate that the rumors are true—that industry simply does not want to go to an area where the electric power supply, a vital factor, is a complete government monopoly and operated under a socialistic authority. This is something for the people to think about!—*Thurman Sensing.*

The rope won't suffer long. First the stretch, then the "bang" as it breaks. Tough on the rope—but it gives us vital information!

Check and test . . . check and test

In the making of Bethlehem wire rope, quality control is a fundamental point. It is a factor as basic as proper design; it is the core, the heart, of our careful manufacturing methods.

Throughout this program of quality control, many different tests are employed, for no single test will suffice. The one shown here is an excellent example —one that is cruel to the rope but that yields vital facts.

Offhand, you wouldn't think that any machine could possibly break that big, stout Bethlehem rope. It is made of tremendously strong steel wires, and it will lift or support many tons. Yet the machine pictured can break the rope in a matter of seconds. Object: to establish the ultimate tensile strength of the rope.

This rigorous treatment is all part of our overall formula. From open hearth to finished rope, it's check and test, check and test. Nothing is left to chance. Because of this attention to detail, you can depend upon Bethlehem rope to do the job expected.

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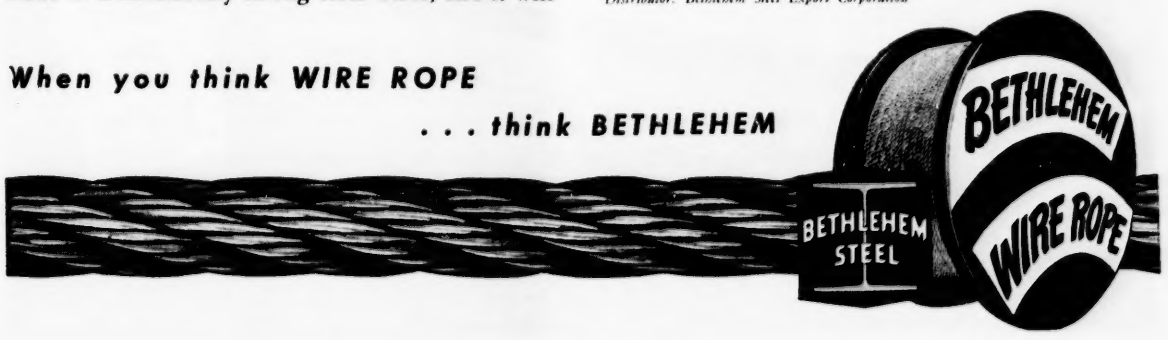

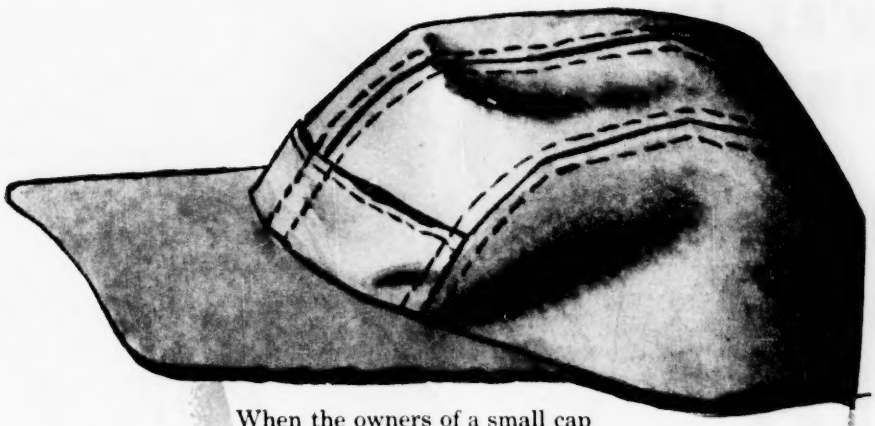

When the owners of a small cap and hat manufacturing firm decided to locate in Southern City, they settled in Reform, Alabama, because the town and surrounding area exactly suited their needs. Beginning with five employees and a plant covering 5000 square feet, the firm now employs 125 people and has expanded its plant to 15,000 square feet—just one example of the perfect fit industry, large and small, finds in Southern City, U.S.A. Day-to-day dealings with every type of business and industry provide us with an intimate knowledge of the Southern City area, its people and its possibilities. Let us help you with your plans for a Southern location.

You'll find a perfect fit in SOUTHERN CITY, U. S. A.

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our way of expressing as a unit the vast Southeast area served by the four associated electric power companies in The Southern Company System.

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IF YOU'RE STARTING IN A SMALL WAY—

We'd like to Lend a

BIG HAND...

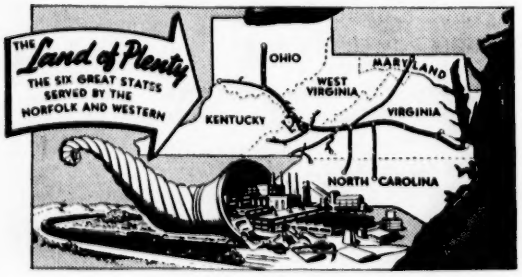
". . . as you know, we had in mind only a modest-sized operation, and we are astonished by and deeply appreciative of the great amount of assistance your plant location people have given us."

Letters like this one make us feel that some business men hesitate to ask for the assistance of plant location specialists when they are looking for locations for small factories.

If you have faith in your plans, that's enough for us.

No matter what size plant you may have in mind, or how far ahead you're looking, just remember this—

The Norfolk and Western's *Industrial and Agricultural Department* has over 50 years of experience, has a thorough knowledge of the industrial potential of *The Land of Plenty,* understands your problems and is enthusiastic about helping you. For advice that will help you locate a *small* plant in a *big* way, write, wire or call — THE INDUSTRIAL AND AGRICULTURAL DEPT., Drawer N-629 (Telephone 4-1451, Ext. 474) Norfolk and Western Railway, Roanoke, Virginia.



YOUR TRAFFIC MANAGER is a transportation specialist. Transportation is a major factor in good plant location. Consult your traffic manager about transportation advantages for your plant.

Norfolk and Western RAILWAY

"What Enriches the South Enriches the Nation"

Taxes

When Congress convenes in January, one of the most important subjects which will be placed before it for consideration will be that of revising our present hodgepodge of federal tax laws.

When Congressmen think about this vitally important subject of taxes it is essential that they recognize one fundamental fact. There are only two sources, short of confiscation, from which the Federal Government can raise taxes. One is from the income of the citizens; the other is from their expenditures.

Practically all federal tax collections came from expenditures for more than the first hundred and twenty years of our national existence. Prior to the adoption of the Sixteenth Amendment in 1913, which declared federal income taxes constitutional, such taxes were virtually unheard of in the United States. But in 1919, a few years after income taxes had been levied, excise taxes accounted for only about twenty-eight per cent of all federal revenue, and by 1929 excises had fallen to a percentage of sixteen per cent. In the early 1930s, however, under severe depression conditions, collections from excises rose to more than forty per cent. Since that time there has been a steady decline in excise and increase in income tax collections.

In the fiscal year 1952-53, federal income tax collections from individuals and corporations amounted to eighty-two per cent of all federal tax money, while only fourteen per cent came from excises on purchases of goods or services by individuals, and the remaining four per cent from customs and from other minor miscellaneous sources.

An income tax is a useful part of the federal tax structure and probably will always be so considered by our federal law makers, but excessive use of it has many bad features.

By the excessive use of the graduated feature of the present laws, these laws work an unfair hardship on those in the middle income group who in the past have been primarily responsible for the growth of our great nation. High taxes greatly reduce the individual's incentive toward maximum effort by reducing the reward for excellence of performance. This feature of our present tax laws is socialistic. Its avowed purpose is that of sharing the tax burden; but its effect is to pull down the creative producers among us to the level of those for whom they create.

By reducing the opportunity for adequate reward, steeply graduated income taxes also destroy much of the incentive of those who possess capital to take financial risks. This results in scarcity of the capital that is needed to provide for new machinery and new products on which new jobs depend.

Reliance on revenue from a tax on incomes has another very practical fault. When the government most needs revenue in a time of economic recession, that is the very time that individual incomes and corporate profits shrink and so do the tax collections from them.

Too great a dependence on income taxes as a source of federal revenue presents a real danger to the fiscal stability of our government and a real threat to continued American progress.

Stock Market Upsurge Confounds Gloomy Prophets

Yet many shares of medium and lower quality have continued to sag and have been in a bear market of their own.

By Robert S. Byfield
Financial Editor

THIS column has repeatedly pointed out in recent months that the selling of good stocks had in many instances been overdone. In retrospect it is now clear that emotional factors played an even greater part in influencing quotations than is usually the case. There has been a good deal of talk in the United States about "hysteria" with respect to sectors of the national scene not within our province. This is open to serious doubt, but in the financial centers there have been times when a condition of near-hysteria prevailed. It is safe to say that a majority of investors and their advisors have been convinced that a new depression or recession was in being and that 1954 would bring unemployment and lower corporate profits. So far, it is true, there have been some actual evidences of a decline in business volume. The Federal Reserve Board index of production, car loadings, unfilled orders, gross sales in many fields and other indices have been pointing downward. However, we felt that stock quotations, having failed to discount a boom in 1952 and early 1953, and having shown some decline by early Fall 1953, had perhaps discounted whatever was in the offing. We hold to this opinion at the present time.

To the surprise, therefore, of many investors the Dow-Jones Industrial Average currently at about 281 has rallied over 25 points from its September 14th low of 255.49. Furthermore, it is well above the Summer 1953 peak of 276.74, and even tops the May 11th high of 278.79. The utilities have done well also and are nearer the 1953 high of 53.83 reached on March 13th than they are to the June 22nd low of 47.87.

The blue chip and the near-blue chip stocks have been giving a much better account of themselves than less seasoned or lower quality issues. This is only natural because of the relatively steady buying on the part of pension funds, profit sharing plans and other institutional investing sources. As we have previously pointed out, in any contraction of business volume the top company or companies in each line of business turns in a much better sales and profit performance than do the more marginal units. This is strikingly foreshadowed by the action of the various automobile shares.

While a very respectable number of new highs have been registered, there have been many stocks which have lagged far behind. In a sense we have had a minor bull market in certain groups and a near bear market in others. There has been an extreme degree of selectivity.

Tax selling was also a factor in the recent decline. Psychology was gloomier than the facts warranted. National confidence has been at a low ebb. We have felt and still feel that the fears and uncertainties engendered by the Korean situation, distressing or uncomfortable as they might be, must eventually lose their potentiality for depressing quotations. In our opinion, there have been seven reasons why a very considerable number of high grade common stock equities have been in active demand from investors:

1. The decline of money rates and the subsequent rise in the prices of government, municipal and corporation bonds. In the face of what has occurred in the bond market during the past ten weeks, a decline in the quotations for stocks would have violated the classic pattern.

2. The Republican set-back in Wisconsin and the results of the recent elections in New York, New Jersey and other states have created an impression that more inflationary policies on the part of the administration in Washington might be in the cards. There is considerable doubt as to whether current monetary policies will actually be changed, but public psychology seems to have been bolstered nevertheless.

3. Third quarter corporate earnings generally make very pleasant reading for investors. There is every evidence that the flood of year-end extra dividends will be as great as in 1952, if not greater.

4. There is little chance that the policy of high farm price supports will be reversed by the Eisenhower administration. While the theory of parity for farm prices rests on an unsound statistical basis, it must now be reckoned with as being almost politically untouchable.

5. We have not believed that the Kremlin was serious in wanting peace in the Far East or any other place. The shenanigans in and about Panmunjom are beginning to convince skeptics all over the world that it will not be possible to do business with Moscow except upon suicidal terms. Even the Indians and the British are learning about Marxism-Leninism the hard way.

6. The British Guiana incident has had a profound effect upon Whitehall's foreign policy. Apparently the situation in this South American crown colony, judging by an examination of the White Book recently issued, was far worse than had been imagined. British official and unofficial propaganda has lifted its pressure against Washington to soften up or render more "flexible" its policy towards the Soviet Union. The chance for a British-U. S. split after January 1st with respect to Red China's admission into the United Nations has lessened. Western unity has been bolstered.

7. The Adenauer victory in Western Germany has been constructive news for the friends of free enterprise everywhere.

The key to business conditions in 1954 will continue to be the state of public confidence in the future. With the volume of savings and liquid assets at a record high, potentials for prosperous business conditions certainly exist. To be sure, our industrial plant may have temporarily been overbuilt by a small margin in many lines. This is due to many reasons, including the constant exhortations on the part of government officials to businessmen. Yet the economy needs some safety margin, particularly in fields such as electric power and steel capacity. Whether the public spends its savings liberally or holds back may in the long run depend upon the course of international events. Here we foresee no immediate end to the cold war.

Hercules To Open Sales Office in Atlanta

The establishment of a new sales office in Atlanta, Georgia for Hercules Powder Company's Synthetics Department was announced December 1.

The office will be located in the Rhodes Haverty Building, 134 Peachtree Street where two other Hercules departments presently maintain sales offices.

The new Synthetics sales office will be in operation the first of the year and will be a sub-office of the Wilmington district. John F. Copeland is manager of this district. Charles S. Huhn will serve as technical sales representative in the Atlanta office which will handle sales of the department's products in Florida, Georgia, North and South Carolina, most of Alabama, and part of Tennessee. Mr. Huhn has occupied a similar position for the past seven years in the Wilmington, Delaware branch office of the Synthetics Department.

Products of the Synthetics Department include synthetic resins for protective coatings, printing inks and floor coverings; plasticizers for vinyl polymers; pentaerythritol, which is widely used in the manufacture of alkyd resins, hard resins, and core oils; and nonionic surface active agents.

Industrial District Planned for Jacksonville Port

ANNOUNCEMENT was made early this month of the organization of a non-profit corporation for the development of a master plan for industrial sites and harbor facilities in Jacksonville and Duval County, Fla., by a group of prominent local businessmen.

The organization, named Duval Industrial Development Corp., is designed to keep the Jacksonville area in the forefront of the Southeast's industrial and port commerce expansion.

The plan has been shaping up for months in the hands of the Port Coordinating Committee, a group composed of representatives of the Jacksonville Chamber of Commerce, Propeller Club and Foreign Trade Council.

Elected temporary officers were Winthrop Bancroft, president; Charles H. Blume, vice president; Guy W. Botts, secretary, and Kenyon Parsons, treasurer.

Named to the temporary board of directors were George B. Hills, D. A. Watts, Horace C. Avery, George W. Gibbs, Sr., James C. Merrill, Sr., J. Dillon Kennedy, J. H. Coppedge and David A. Howard.

Mr. Botts has submitted an application for a charter to the Circuit Court. Permanent officers and directors will be elected after the charter is granted.

In addition to the temporary officers and directors, the corporation's subscribers include Marshall Lovan, E. L. Bouchelle, Gardner Gillette, John Ingle, George Hodges, T. D. Guthrie and James Dandelake.

Under the proposed charter, the organization would be allowed to hold real estate up to a value of 10 million dollars and its indebtedness would be limited to one million.

The corporation plans to finance its activities with $10 annual memberships and contributions.

The specific objectives of the organization are to create an industrial and harbor area with adequate utilities and other facilities, to assure unlimited fresh water supplies for municipal and industrial use, to promote Imeson Airport as an overseas terminal, to establish a foreign trade center comparable to International House at New Orleans, and to cooperate in other harbor, waterway and industrial projects beneficial to Jacksonville.

The corporation's principal job will be to provide the finances and the technical skill to develop plans for those objectives.

The drawing above presents a schematic plan for the auxiliary harbor and industrial zone for which engineering blueprints will be prepared. Large industrial tracts within the zone can be served directly by deep-draft ships, rail lines, highways, and vessels operating along the intracoastal waterway which borders the area on the east. Waterway connection with the Gulf Coast and Mississippi Valley region would be afforded by the projected Florida Cross-State Barge Canal.

Other advantages of the proposed site include availability of underground fresh water and proximity to St. Marys River if surface water supplies must be developed; room for residential areas nearby; protection of established residential areas against industrial smoke and traffic, and availability of large acreages required by modern industries.

Upon completion of the Florida Cross-State Barge Canal between Palatka and the Gulf Coast, Jacksonville will be situated at the cross-roads of the Atlantic and Gulf Intracoastal Waterway systems. Industries locating here will be able to obtain bulk materials and distribute their heavy goods to cities throughout the system at nominal cost. The resulting increase in industry and traffic is expected to benefit other modes of transportation, wholesale distributors, retailers and the general public.

Full details of the immediate plans will be submitted to the Chamber's Committee of One Hundred for endorsement on Dec. 17.

Should Industry Move South?

By Caldwell R. Walker

Editor, Business Trends

SHOULD Industry Move South?

Here is an interesting question that appears to be eliciting considerable attention in other regions of the country.

Propounded in this manner, however, the question cannot be answered squarely one way or the other.

It would be more to the point to inquire:

Should Industry Expand Southward?

Movement vs. Expansion—Manifestly all industry should not move South. Even to ask if any industry should move South is to beg the real question.

There are not many instances when it is sound and economical procedure to move established businesses to new locations.

Uprooting a plant lock-stock-and-barrel to transplant it into new soil may prove necessary on rare occasions but is likely to be more expensive than establishing an entirely new operation.

Expanding a business, on the other hand, is an entirely different matter, and nearly all successful businesses find it profitable to expand.

The real question is, then: Should Expanding Industry Look Southward for Plant Sites?

What Motivates Expansion?—Business expands for one reason, and one reason alone—to increase supply in the face of increasing demand.

While most manufacturing concerns take pride in the products they turn out, their prime motive is to sell, and to sell at as little expense as possible.

Expansion of plant capacity therefore is indicated only when potential markets give promise of absorbing stepped up production.

If a contemplated plant addition can be spotted near or within a flourishing market, selling expense becomes less than it would be for a plant more remote.

Considering the fact that the South is recognized as the fastest growing market in the United States today, weight, for this reason alone, is highly in favor of Southward expansion of industry as a general proposition.

Other Factors—To decide a question in the affirmative on the basis of such wide generalization would be to jump at conclusions.

To decide it in the negative, or to suggest a negative decision by reason of insignificant exceptions to the general rule is even less logical.

The factors necessary for deriving a clear cut decision are at hand, and easy to construe.

Markets are the prime mover in plant expansion, but they are but one of three main factors involved in plant site selection.

The other two considerations are Materials and Manpower.

There are another two factors, Transportation and Mechanical Power that in most regions would be of prime consideration.

In the South, Power Companies and Railroads have, for a number of years, been at least one jump ahead of expanding industry in making ready for new industrial acquisitions.

What of Materials?—Next to alighting in the midst of a flourishing market, full of demand for the proposed product, the selector of a plant site will very likely prefer a location as near as possible to a ready source of raw materials.

How, then, does the South rate in comparison with other regions with respect to such source of materials?

This question poses another: What are the materials that are used in the manufacturing process?

Surprisingly enough they do not comprise too long a list. First, there are farm products that go into manufactured foods, feeds, apparel and chemicals; then there are the products of the underground that go into metals, fuels and chemicals; and lastly there are the products of forests that go into building materials, paper, and chemicals.

Which of these are more plentiful in the South than in other regions; which are less so?

The answer is so strongly in favor of the South that little space need be wasted on detail. The South is recognized widely as the treasure house of the Nation so far as diversified raw materials are concerned.

And What of Manpower?—To look at statistics turned out by agencies and institutions devoted to that purpose it is easy to gain the impression that manpower resources are today being stretched to their limit.

And this is likely a true picture in most regions of the country. In the South, however, it is not a true picture.

In the South 5.5 million workers are engaged on farms, turning out products worth $7.5 billion, and elsewhere in the Nation the same dollar value of products is being turned out by 1.5 million fewer hands.

There is no reason why it should take more people in the South to produce the agricultural equivalence of other regions. Acre for acre, Southern farm land is more productive than the National average.

No, there is no reason for it other than fortuity, and today one and a half million excellent workers are eager and waiting for new industry to aid them in raising their level of life.

Selectivity Pays—To prove that a region ranks first in plant site preference is not the end of the matter.

It would be unwise for the South to knowingly accept even one new industrial acquisition which had not first been carefully screened and planned, and for which the proper location had not been selected with care.

Nor is it a certainty that all of the best locations are to be found within recognized Southern industrial centers.

Many are to be found in and around smaller Southern cities that are just now beginning to see the light of their new industrial day.

Certainly these potential industrial centers will require civic improvement as industry grows and new facilities are required. And just as certainly, new industry will be found shouldering its share of the cost of such improvement. But would it be different in communities of older industrial development? Think first of traffic congestion, parking problems, slum clearance and other civic problems of industrial centers before deciding against the younger, cleaner, more open community.

What of Wage Rates?—It is doubtful if many expansions are made or will be made Southward with the primary object of enjoying lower wage rates.

Willingness, cooperativeness and productivity are more likely objectives, and Southern Labor has established its reputation in this regard.

What the future may bring can be only a guess, but the best guesses are based upon trend, and present trend shows Southern Labor as an exceptional standout among the regions of the Nation.

Nevertheless it can be said now, unmeaning exceptions notwithstanding, that Southern wage rates are substantially below those of the National average in nearly all industries and industry divisions.

And if this phase of the question has significance, it is pertinent to state that this situation will exist as long as the South's surplus labor pool of 1.5 million exists. It is the law of supply and demand at work.

How long that will be would be another guess, and a better guess is that management of Southern industry will not rue the time when it comes. For the transition will mean livelier Southern markets—the heart of business success.

Planning Agencies Told Research Is Key To Progress

CZAR D. LANGSTON, JR., director of the Division of Industrial Development, Oklahoma Planning and Resources Board, was chosen president of the Southern Association of State Planning and Development Agencies, at the close of the three day conference held in Asheville late last month.

Frank S. Walshe, Jr., chief of Planning and Development, Louisiana Department of Public Works, was elected vice-president, and Warren Zitzman was elected secretary-treasurer.

Members of the executive committee for the coming year are Wm. Dobbins, of the Alabama State Planning Board, Dr. Raymond Long, commissioner Virginia Division of Planning and Economic Development, Harold V. Miller, executive director Tennessee State Planning Commission and Paul Kelly, chief industrial engineer North Carolina Department of Conservation and Development.

Augusta, Georgia, was selected for the site of the 1954 session, which will be held late in October.

The three-day meeting started Monday morning, November 16 with an address of welcome by Edwin Gill, State Treasurer of North Carolina, who said in part:

". . . the South today is hailed as economic opportunity Number 1."

Mechanization of agriculture is resulting in a growing need for more industrial jobs for southerners if they are to stay in their native states, the group was told by several of the speakers.

Other speakers on the opening day's program included: William H. Neal, vice president, Wachovia Bank & Trust Co., Winston-Salem; Thomas L. Carroll, Charlotte, assistant to executive vice president, National Cotton Council; F. M. Sigmon, visiting professor and agricultural economist, Clemson College; and Prof. John MacLachlan, University of Florida, Gainesville.

Referring to efforts to bring more industries to North Carolina, both Gill and Neal cited the need for greater diversification of industry in the state. They said attention must be given to existing industries as well as to those the state is seeking to bring within its borders.

Speaking on the future of the livestock industry in the South, Simpson, a former executive of Swift and Co., said that in the past 25 years the South has shown a larger increase in beef cattle than has any other area in the nation. Cash receipts from livestock production from 1940 to 1950, he added, show a 312 per cent increase as compared with 228 per cent for the United States as a whole.

In the same 10-year period, the speaker said, the southern livestock producer has averaged taking 34 cents of every farm dollar distributed in the South.

Carroll discussed the outlook for the future of cotton and the southern textile industry.

"Old Man Cotton, who was supposed to have one foot in the grave 15 years ago, has shown remarkable virility," Carroll asserted. "He not only has fought vigorously in the battle of fibers but has won a good many victories and apparently is enjoying the best year in his long history."

Rural-urban population shifts were discussed by MacLachlan, who said the suburban trend has been more pronounced in the South during the past 50 years than it has anywhere else in the nation, although the contrast in rates between cities and their suburbs has not.

Czar D. Langston, Jr.

President,
Southern Association of State Planning and Development Agencies.

A panel discussion, "The Tale of Three Cities," featured one morning session. Participants included Dan E. Stewart, Carolina Power and Light Co., Raleigh; Eugene Ochsenreiter, president, Asheville Industrial Council; Louis Bisso, director, New Orleans (La.) Planning and Zoning Commission; and K. P. Vinsel, executive vice president, Louisville (Ky.) Chamber of Commerce.

Tuesday's luncheon session featured an address by Vermont C. Royster, senior associate editor of *The Wall Street Journal*, who spoke on "Wall Street Views the South." Royster, a Raleigh native, recently won a Pulitzer Prize for distinguished editorial work for his paper.

Royster predicted increasing difficulties in the South's program for industrial expansion.

Royster said that major industries had been drawn south by the lure of skilled labor at lower wages but that the lure was self-liquidating, since new plants leave less surplus labor and tend to raise southern wages.

Royster urged a southern development program of research to develop natural resources, better transportation and distribution, encouragement of local capital and investment markets, and education to develop more managerial ability.

"What happens here in the future," Royster said, "depends not upon Wall Street or any other outside group. It depends entirely on the South's own foresight and initiative."

At Tuesday's morning session, H. M. Conway, Jr. of Atlanta, director of the Southern Association of Science and Industry, called the South's promotion program its "secret weapon."

Local, state and regional groups, he said, spend more than $8 million annually and employ several hundred trained staff workers in development projects. Conway urged further coordination of planning activities in the South.

Community growth problems were discussed by Walter I. Dolbeare, vice president, Virginia Electric Power Co., and a program for training the Southern labor force was presented by J. Warren Smith, director of vocational training, North Carolina Department of Public Instruction.

A panel session in the afternoon heard addresses on transportation problems by Vincent O'Brien, director of the division of airport development, Kentucky Department of Aeronautics; F. Hamlin Brown, vice president of the Southern Railway; and R. L. Gray of the Ashland, Ky., Oil Co., who spoke on waterways.

The challenge of changing conditions now facing the South was discussed by retiring President George W. Hubley, Jr., Executive Vice President, Ohio Valley Improvement Association, Inc., who called on Southern leaders not to allow material growth to destroy the natural physical assets of the region, or to undermine the esthetic and spiritual values of Southern culture.

A motion was approved authorizing Langston to appoint a committee to study the advisability of expanding the association's membership to include local and regional planning organizations. A tour of Asheville industrial and recreational areas concluded the conference.

LABOR

Guaranteed Wage Drive To Meet Stiff Opposition

By Sidney Fish

Industrial Analyst

THE guaranteed annual wage demand of certain unions—especially those in the CIO group—looms as the next big obstacle to peaceful labor relations. If this demand is pushed next year, in steel, electrical equipment, rubber, etc., it is likely that serious strikes will ensue. For management is determined to avoid a commitment that might lead to big liabilities in the event of even a brief recession.

Unions are trying to reassure management by offering to accept partial guarantees, extended to only a limited proportion of the working force or for a limited period. But, while offering to settle for such partial guarantees, union leaders have made it plain that their ultimate goal is a full annual guarantee, for all workers. Hence, any company which settles with a union on a basis where it pays 10 cents or so an hour, as a contribution to an annual wage fund, should do so with its eyes open. This may prove to be the first step in a long process which could ultimately destroy the financial soundness of the company.

In the South, where many industrial workers own or operate small farms which supplement their incomes, the guaranteed annual wage has less appeal to workers than in other areas.

Thus far, the annual wage demand is not being pressed. The big push is slated to come next year, possibly in steel or electrical equipment but it may be postponed. But in 1955, when the auto contracts expire, it is certain that the United Auto Workers-CIO will make a determined bid for the annual wage.

Thus far, the annual wage issue is not being stressed by most of the AFL unions. But this should not be too reassuring to employers. Recent history has shown that once a major independent or CIO union has won a basic concession, the AFL unions move quickly to gain equal benefits. That, at least, was what happened in 1949 when the CIO unions made their bid for employer-financed pension and insurance programs. In subsequent years, the AFL unions sought similar pensions.

Recognizing that an annual wage appeal has strong emotional appeal to many employes, employers are being urged not to reject the demand outright, but instead to show that the aim of the company is to regularize employment as far as possible through measures which will greatly diminish the likelihood of seasonal layoffs. Therefore, one of the first steps to be taken in preparing for the annual wage demand, is to study what headway the company has already made in providing steady employment for a large proportion of the working force. All of the methods used to assure steadier work, such as increased diversification, introduction of new products or models, off-season selling and advertising efforts, etc., should be reviewed. If further progress can be made, it should be attempted, not only as evidence that the company is sincerely trying to avoid seasonal lay-offs, but because steady work means cheaper output for the employer, as well as a larger annual income for the workers.

The big danger of the annual wage at this point is that it might lead employers to take a less progressive position in increasing employment, or even in introducing new products. For if the employer is going to be required to guarantee jobs on a year-round basis, he may decide that it would be wiser to restrict employment instead of embarking on any venture which might prove unsuccessful. Another danger is that employes, on being assured year-round employment, would have less desire to improve their efficiency. The purifying effect of competition, as an incentive to harder work, would be diminished.

Industrial Relations Counsellors, Inc., an independent research organization on which several leading industrialists hold directorships, such as Charles R. Hook, chairman of the board of Armco Steel Corporation, points out in a recent study that the mere guarantee of wages can assure little and may, on the contrary, create dangerous illusions and serious economic consequences.

This organization offers the following as a checklist which employers should use to make sure that they will be able to meet the critical bargaining and morale problems raised by the drive for the guaranteed annual wage:

1. Is the provision of steady employment on a year-round basis (not the guaranteed wage) accepted as a deliberate and announced objective of company policy?

This does not mean, of course, that management must provide any assurance that it is offering year-round employment. But it must show that it is thinking in the direction of steadier work, and some day hopes to improve on its present performance. In the event of a major recession, naturally any attempt by an employer to provide steady work would have to be affected by conditions within his own industry.

2. Does management have the facts and statistical information to enable it to answer the question: "How much steady work are we giving each year to what percentage of our employes?"

Relatively few companies know the extent to which they already provide regular employment to a majority of the work force. Those which have not developed such facts may be surprised to learn how much regular employment is already enjoyed by their workers, without a formal guarantee. Hence they should try to maintain adequate records, by divisions and departments, showing reasons for lay-offs when made, length of service by individuals, etc.

3. Has management consciously and extensively explored all reasonable possibilities for stabilizing employment? This includes central planning so that continuity of employment will be aided by sales forecasting, research and development of new products, production planning, determination of policy with regard to production for stock, marketing techniques, production techniques, etc.

4. Do employes of the individual company know what management has actually done in its efforts to provide steady work throughout the year? Once the facts are at hand, there are advantages in communicating at least some of them to the employes.

5. Are employes and their union representatives adequately informed on the obstacles and difficulties involved in providing a maximum of steady work—the limitations imposed by the market place, by collective bargaining contract provisions and union imposed restrictions, and by other factors affecting steady work and steady pay over which the individual company may have no control? (This would include such things as droughts or other natural disasters, wars, a wide recession in business, fire damage to the plant, etc.) In many cases, employes do not know how much of total lost time and lost earnings are accounted for by strikes, slowdowns or other actions of their own, rather than those of the company.

6. Has management made every reasonable provision to help in meeting the problem of employe needs, when separation is unavoidable? Do employes and their representatives understand the extent to which management has done so?

It is clear that there are times when curtailment of the work forces becomes necessary. Management, at such times, may attempt to aid the workers in finding new jobs, but if there are widespread layoffs, such efforts may prove unsuccessful. Hence, management must avoid any indication that it has made a commitment to find other work, outside its own organization. Employe thrift and savings plans can also prove of great help to workers who are laid off.

The union drive for the annual wage is really a a two-pronged effort. On the

one hand, the unions are trying to get provisions in the contracts, through collective bargaining, which will give broad aid to laid off workers, even if this means heavy losses to the employer. On the other hand, they are hoping that this collective bargaining pressure will stimulate the employers to ask Government for more liberal unemployment benefits under Social Security programs. If unemployment benefits are liberalized, this may take some of the steam out of the drive for the annual wage, but it will not be entirely successful in ending the campaign.

In any event, if jobless benefits are increased, employers will have to pay the higher costs, sooner or later, in the form of a higher contribution to Government Social Security. So it is merely a question of how the cost of "security" would be paid by the employer. As far as the unions are concerned, the employer would have to pay all of the costs. And if the employer, for any reason, were unable to pay the costs, the unions would look to the Government—to socialization of industry.

One of the big obstacles to the guaranteed annual wage is the fact that it conflicts with union seniority systems based on length of employment. Under the annual wage plan, a maximum amount of flexibility in the work force is needed. For example, under the Hormel plan, men are switched from job to job to maintain employment. The workers have to agree to be transferred to other jobs possibly involving work on other products or requiring less skill. But such flexibility in the work force is in direct conflict, usually, with the seniority systems established by union contracts.

Another big obstacle is that the annual wage plan would often involve changing contract provisions regarding overtime, and the union would be unwilling to accept such changes. Under the Hormel plan, the company, by agreeing to "guarantee" a minimum number of hours a year has qualified, under the Wage-Hour Act, for exemption from overtime pay at premium rates. But most unions would not accept such a clause. They not only want to eat their cake of security, but they also want the icing on the cake—overtime pay.

Here are some other obstacles to annual wage plans:

1. Long seniority men would prefer to be laid off at full pay, rather than to work for full pay. If such men are forced to work, on the other hand, because they are needed, while low seniority men are idle, they would demand double pay for merely working regular hours.

2. Any guaranty of work would lead to bitter arguments with management over amounts allocated by the company to research and advertising; over prices and dividends, investment in machinery, expansion or contraction of the business, new products, subcontracting, etc. The union would insist on being consulted in any decision which might affect the annual wage guarantee and the company's ability to make good on it.

For example, at Nunn Bush, a pioneer in the annual wage field, the company's books are audited by an auditor selected jointly by company and union and reporting to both. Changes in its prices must be negotiated with the union.

3. The annual wage plan would conflict with unemployment insurance under State laws. If a wage guarantee is added to unemployment insurance, the incentive to work would frequently be destroyed.

4. If the employer's contribution to an annual wage fund were limited to 8 or 9 cents an hour, as proposed in 1952 by the United Steel Workers-CIO, that would not be the end of the employer's liability, by any means. For if a recession lasted long enough to exhaust the fund, the unions would immediately demand larger contributions to the fund. That is the history of bargaining on pensions with the United Mine Workers-CIO. Starting with an initial employer contribution of 5 cents an hour, the requirement has been raised 5 or 10 cents every year. And the end is not yet in sight, for the fund today needs larger contributions, on the lavish basis of benefits ordered by the United Mine Workers.

The biggest drawback in the annual wage plan is that those industries which need it the most, from the union standpoint, are least able to afford it. The United States Steel Corporation, for example, calculated that if the annual wage guarantee had been in effect in 1937, its total cash, and securities in quick assets would have disappeared by 1938, leaving a deficit of $110 million.

Already, major employers have stated flatly that they regard the annual wage plan as visionary and unsound. Ralph Cordiner, President of General Electric Company, stated recently that a guaranteed annual wage would be possible only in a dictatorship, where complete control is exercised over every detail of economic life. In a dynamic expanding free economy, the guarantees would act as a strait-jacket, restricting venture capital.

While rejecting the annual wage demand, many employers are going to express their determination to continue to work for steady employment. That should take the steam out of the union drive.

Southern Research Institute Holds First Open House

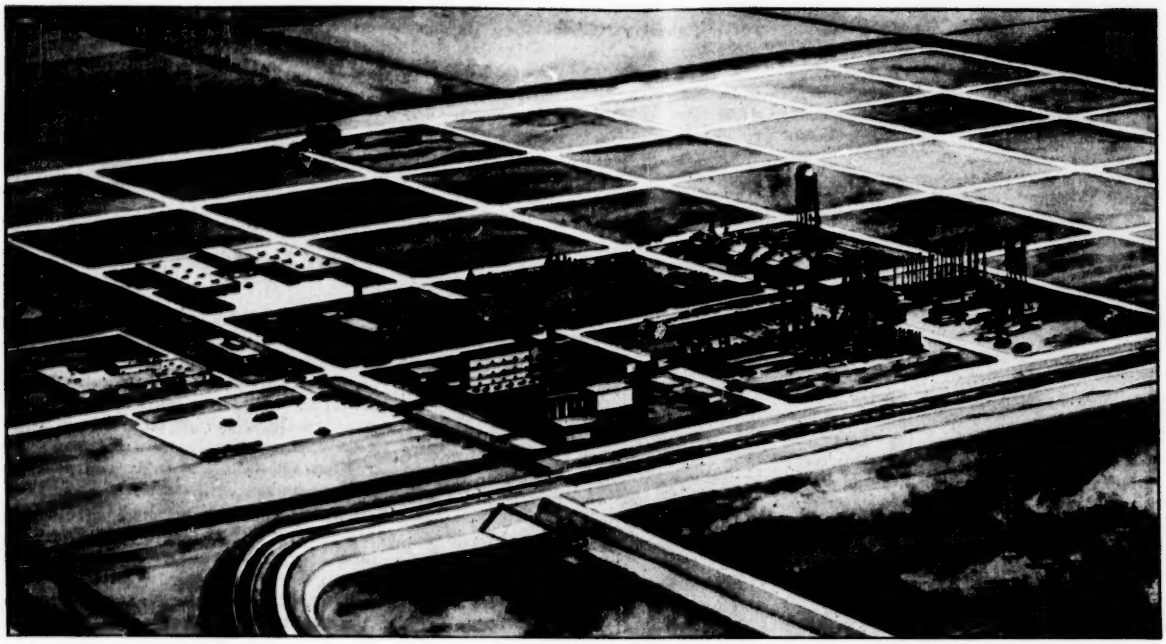
More than 900 persons attended the first Southern Research Institute open house in Birmingham, Alabama on November 21st. Between the hours of 9:30 a.m. and 12:30, visitors were shown through the buildings where staff members explained in layman language the various scientific and industrial projects carried on by the Institute.

The Southern Research Institute was founded in 1941 by a group of Southern businessmen, but due to war conditions actual operations were postponed until 1945. The Institute began in an old residence and carriage house and now comprises a group of modern buildings and laboratories in Birmingham. On a contractual basis, the Institute undertakes research projects for various industries —textiles, metals, pulp and paper and so forth—without regard to location of the industries.

The purpose of the open house was to acquaint citizens of Birmingham and Alabama with some of the major phases of the Institute's activity in research and its growth. It is planned that this will be a yearly event.

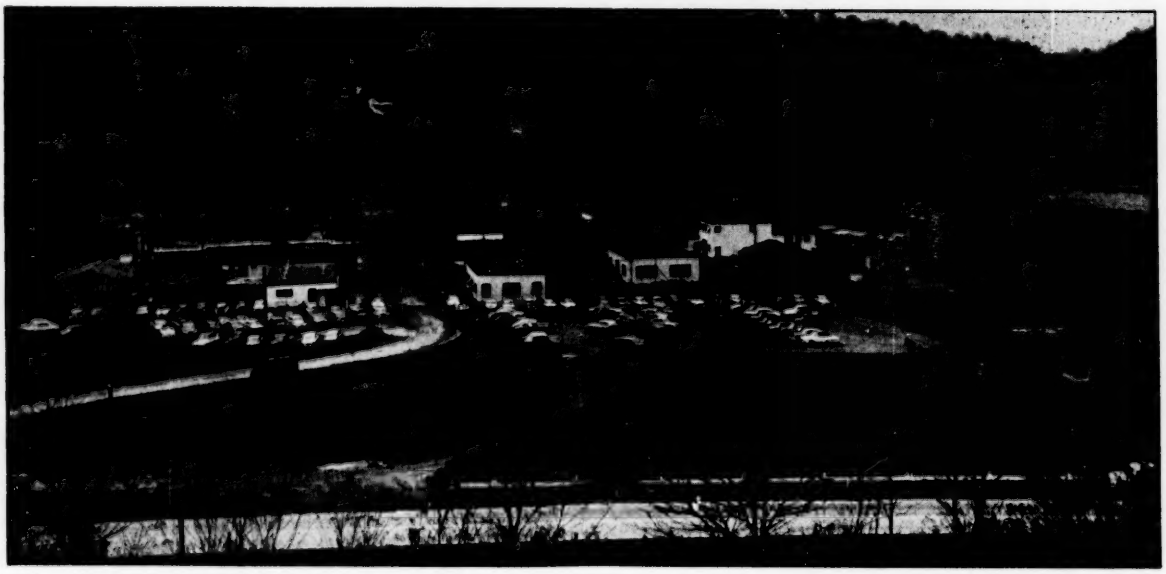
"We learned that happiness is to be found right in your own back yard - struck oil just outside the kitchen door"

INDUSTRIAL



IN TEXAS

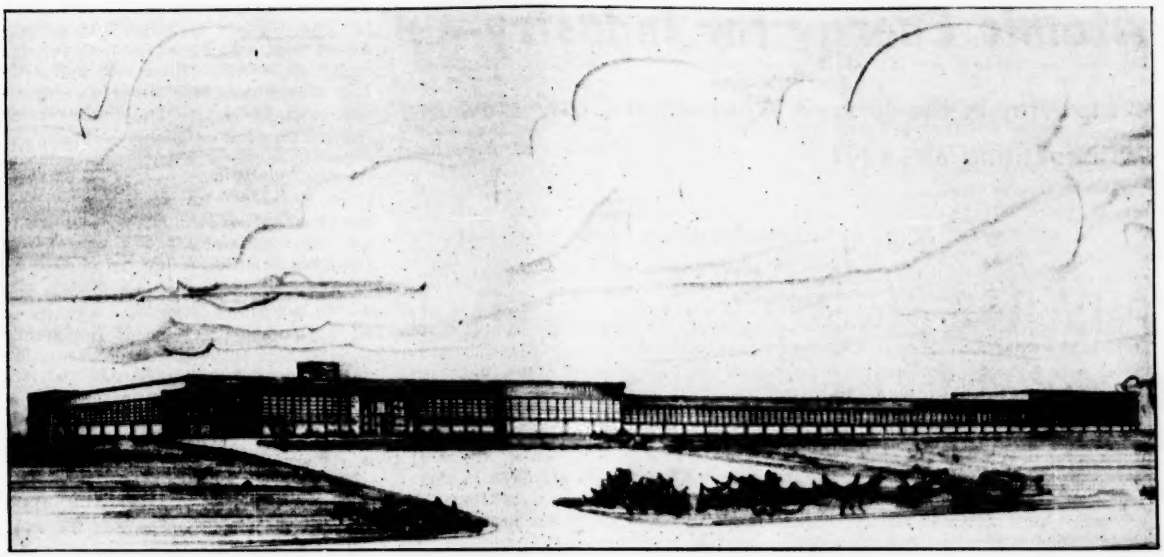
Artist's sketch of the new plant near Seadrift being built by Carbide and Carbon Chemical Co., a division of Union Carbide and Carbon Corp. The multi-million dollar plant, scheduled for completion in 1954 will produce ethylene oxide and polyethylene.



IN WEST VIRGINIA

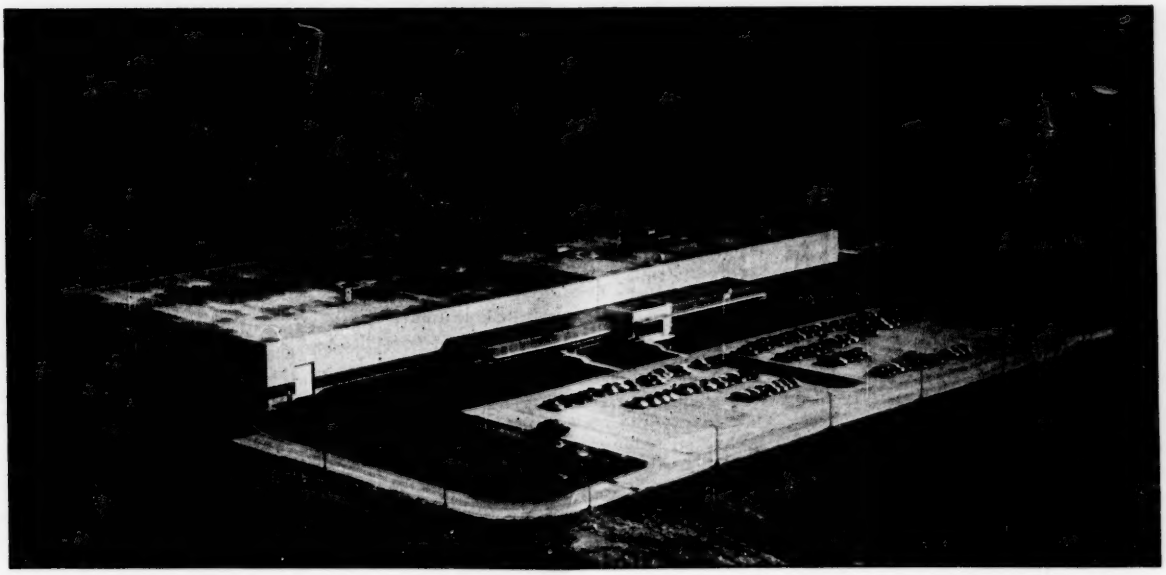
View of construction of plant of National Aniline Division of Allied Chemical & Dye Corporation at Moundsville, showing the Catalytic aniline and maleic anhydride-fumaric acid plants.

EXPANSION



IN MISSISSIPPI

New plant of Century Manufacturing Co. now under construction at Jackson. This facility, containing 200,000 sq. ft. of floor space, will produce aluminum cook ware and small kitchen appliances.



IN ALABAMA

Latest photograph of the new plant of the Worthington Corporation at Decatur. Unit air conditioners will be manufactured here. This picture was taken in late November, less than six months after The Austin Co. broke ground for the 170,000 sq. ft. plant.

Atomic Energy for Industry—

How far in the future? What will it Cost? How are we benefiting already?

By McLellan Smith

PREPARATIONS for harnessing the atom to the wheels of industry have been under way for some time—since before the dropping of the first A-bomb on Hiroshima but, in the interim, a lot of writing on the subject has appeared in the press. Some of it with substantial grains of truth, much of it pure fantasy by writers of the psuedo-scientific.

Reading some of these stories — one would gather that a "push button age," based on the atom, is "just around the corner;" that in four or five years we will be rid of all the physical cares and strains of a work-a-day world, that the atom will do just about everything, that man will do little or nothing other than eat, sleep and prosper.

Nothing could be further from the truth. The age of the atom is not too far removed, true, but it will not be an age of total leisure. It will, no doubt, be an age to surpass the ages of stone, bronze and iron—may have repercussions more far-reaching than those which followed the inventions of gun powder and printing by movable type.

The atomic age, however, is something of the future — not wholly within your time or mine. Maybe it will begin in the next generation. Meanwhile, the Atomic Energy Commission, working in cooperation with private industry, is doing all that it can—within the severe limitations of the Atomic Energy Act—to bring the atomic age a step closer.

And, in trying to bring about the age of the atom, the AEC is doing a distinct service to the Nation and the World, especially to this country.

There is a definite need for the development of power with the atom as power's source. Perhaps the best way to point up this need is to quote J. Carlton Ward, Jr., president of the Viro Corporation of America. In a statement presented earlier in 1953 to the Joint Congressional Committee on Atomic Energy, Mr. Ward said:

"In my opinion, the outstanding factors which make necessary the industrial development and establishment of atomic power are two in number. First is the need for obtaining new and increased sources of power to sustain our ever expanding economy.

"We have been constantly depleting our oil, gas and coal for many years. Geologists, who have been concerned with these natural resources, have made estimates which show that, allowing for undiscovered fuel beds in the Polar regions and under the seas, approximately one-sixteenth of our total resources, including undiscovered areas, have been consumed since the invention of the steam engine about 200 years ago."

The bulk of this depletion of our fuel resources — most of which are in the southern states—has occurred in recent years. The consumption of them has moved up at a pace which many experts describe as "alarming."

In our highly mechanized economy, the production of goods is a power-consuming process. As our living standard moves up one notch, our power consumption moves up two notches. The power demand of our ever-expanding economy has been doubling every decade. In 1950 our power demands were eight times those of 1920. On this formula, we can foresee that our present power demands will be multiplied by eight in a matter of 30 or 35 years. The idea is an uncomfortable one when we realize that we could only treble our present hydroelectric output if we harnessed every river valley in the country.

Further, we are now at a point where the cost of coal mining is so high that users of that fuel daily turn to oil and gas, thus furthering their depletion. As this is written, competent geologists declare our known gas and oil reserves will scarcely match our demands in the coming 25 years. Thus, we see the industrial development of atomic energy as a hard necessity rather than a dream of the writers of fantasy.

Nevertheless, we must look at some of the roadblocks, some of the deterrents to the exploitation of the atom for power. There are two—cost of atomic power development, and military demands for uranium 236 and other (not yet discovered) fissionable elements.

Cost has never been a serious hindrance to American engineering skill and ingenuity. Once, we paid $850 for a Model T Ford automobile — we finally bought the Model T, and a much better Model T at that, for $380. We still buy a bottle of Coca-Cola for five cents, the same price asked in 1898. Engineering research carved the price of the Ford, and kept the "Coke" down to a nickel a bottle. Engineering research will lick the cost of atomic power production.

We now get into the military phases of the problem. Perhaps we use the wrong word, military; perhaps the correct word is diplomatic. It is a semantic choice. In brief, advancement of atomic power for industrial use is in the hands of those men in our foreign relations services who have the task of persuading the Iron Curtain countries that we prefer to beat our atoms into plowshares rather than into weapons of indescribable destruction. This is our main deterrent to the development of atomic energy.

Until the Nations of the world can get together on peaceful use of the atom, industrial use of the atom is largely stymied. There can be minor applications, yes, but applications which will really spin the wheels of industry—the answer is a very definite **no.**

At this time it is perhaps possible and within the limits of national security to let Industry have some of the atomic facts of life, to permit experimentation in limited ways, but large-scale distribution of atomic knowledge and atomic materials must be held in abeyance until our national security from atomic attack is assured.

The Atomic Energy Commission, sincerely desirous of industrial development of the atom, has gone as far as it can without jeopardizing national security. Private industry has been invited to participate, has been offered cooperation to the extent that the commission can go and stay within security limits.

The AEC has already invited private industry to participate in the commissions first proposed atomic plant for the generation of electricity, and this is the field in which the atom will have its greatest future use.

Planned by the AEC is an initial plant of 60,000 kilowatts generative capacity. Not a big plant, neither a small one. It could take care of the electrical demands of the average city of 100,000 population. Cost? We do not know. If the AEC knows, it is not telling. The writer has talked with competent atomic scientists. Their estimates run from $60 million to $100 million.

If we take the lesser figure—$60 million—we find we have an uneconomic operation by present standards. This cost means that generative capacity will be capitalized at $1,000 per kilowatt, an excessive figure when it is realized that $350 per kilowatt of capacity is the maximum that can be invested and have an economically feasible operation.

Here again we run into engineering research, the application of American ingenuity to the cost problem. It can and will be overcome, but how long before it is overcome is another question. Perhaps it might be well to here cite AE Commissioner Thomas E. Murray, when he announced that the AEC had embarked on a program to construct the first atomic-electric power plant which, he said, the Commission hoped to have in operation in "three to four years."

Mr. Murray said that although many competent scientists and engineers wanted delay in the AEC industrial program until there could be more certainty that the power produced would compete in cost with conventional methods of power production, the AEC had decided to move on with an atomic-electric pow-

er producing unit designed according to presently known technology, "or within reasonable reach of the engineers' grasp."

Frankly, the commissioner stated that costs of power derived from this initial reactor will exceed costs from present conventional plants. He added, also, that we will never know the costs answer until we build and, even more important, until we "operate several large scale reactors."

There again, the cost factor has been laid on the line. We cannot know the costs until we build, not one, but "several" large scale reactors. Further, we will have to operate them for a countless number of years until we really know the cost of power from atomic energy.

Meanwhile, there have been atomic energy developments worthy of note. As the AEC and the countless industrial firms and nation-wide educational institutions have conducted atomic energy research under contract with the Commission, many things of use to industry have been learned.

In the continuing hunt for oil, Geiger counters which indicate the presence of uranium and other minerals, have cut down the cost of locating the so-called "black gold;" atomic research has developed knowledge which makes it possible to study and evaluate wear on automotive gears and pistons, determine the exact thickness of steel plate, maintain operation of automatic pumps, find leaks and obstructions in pipe lines, cut down corrosion in the manufacture of gas-fired thermo-electric generators.

Atomic research has also been helpful in the fields of photography, medicine, fertilizer manufacture, electronics, to name a few. But these are side issues compared with the development of power. As atomic research has moved forward, new materials have been found—separated rare earths, zirconium, and other rare elements heretofore on the scarce list.

Getting back to the power production phases of atomic energy — there is no doubt that we will have atomic power for some operations within a matter of three or four years. Briefly, and at the risk of over-simplification, power from the atom will come in this fashion:

Disintegration of the atom, closely confined in a reactor, will produce an enormous amount of heat. In turn, this heat will convert water to steam, the steam driving turbines which, in turn, will drive electric generators. It's as simple as that.

Thus far, the AEC has produced power by this very system but only in an experimental fashion. However, the experiments were of sufficient import to cause the Navy to embark upon the building of a submarine which will be powered by a sort of "package" atomic reactor—a self-contained unit that embraces the atomic material, the boiler, the turbine, generators, etc.

And, it is in the package unit that we may first see our greatest application of the atom to industrial uses. Such units may supply power for mineral and timber operations in areas now almost inaccessible to conventional power sources.

At best, fairly general use of atomic power is very much in the future—even if the United Nations submit to atomic inspection. The transition from conventional power sources to the newer source will be gradual, just as it took several decades for the railroads to overwhelm the stage coach and the canals.

Meanwhile, atomic energy facilities of the United States Government at Oak Ridge, Tennessee, Aiken, S. C. and Paducah, Ky., to mention a few, are boosting the consumption of southern bituminous coal by some four million tons each year, furnishing employment to some 100,000 of our southern citizens and demanding the utmost of our southern oil and gas fields.

Atomic Energy? Yes, it is very definitely coming, but not next month or next year or in the next five years. Maybe in the next decade or two—if the Reds agree to President Eisenhower's proposal for an atomic pool, otherwise the atomic age may be a century in the future.

Sheffield Steel's Growth Reflects Prosperity of Texas and Gulf Coast

HOUSTON'S big Sheffield Steel mill continues to operate at or near its capacity of a million tons a year, reflecting the general prosperity of Texas and the Gulf Coast area.

The plant's towering blast furnace, its open hearths, electric furnace and busy rolling and finishing mills work around the clock to keep up with a booming demand for steel which shows no signs of diminishing.

The bustling plant eloquently justifies the faith of Sheffield officials who decided in the late thirties to create a steel industry on tidewater at Houston, far from the traditional centers of steel production.

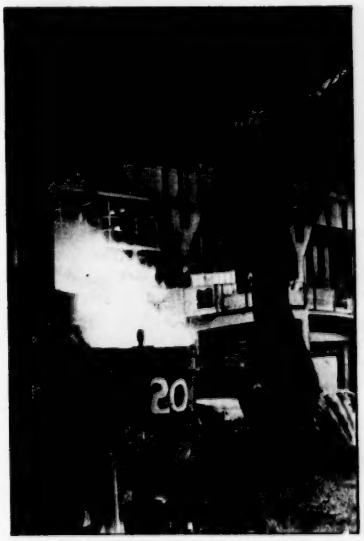
They envisioned a plant of 200,000 tons capacity. In one decade it grew to five times that size, and it is still producing only a fraction of the steel consumed each year in the growing Southwest.

While there are no definite plans for additional expansion in Houston at this time, Sheffield officials are convinced their Ship Channel plant will keep on growing with the increasing demand for its products.

An additional asset of the Houston mill assuring future growth is its strategic location on tidewater. Since Sheffield began making steel in 1942, the vital metal has been almost continuously in short supply in the United States, so there has been little, if any, exportable surplus. But steel men point out that this is an abnormal situation in the steel business. When normally keen competition returns, the fact that Sheffield's Houston plant is one of very few in the entire United States located on tidewater could become very important.

Availability of cheap barge transportation to many United States markets could also become an important competitive advantage, in the future.

As a matter of fact, Sheffield's location on deep water has already paid dividends. Raw materials, including rich iron ore used in the open hearths, are imported through the Port of Houston from Brazil. The volume is only a few shiploads a year, but the plant's water front location makes for economy and convenience.



Steel to bolster the Southwest's booming economy is shown here pouring from an open hearth furnace at Sheffield Steel Corporation's plant on the Houston Ship Channel. The plant has a capacity of nearly a million tons a year.

The Houston plant and its ore mining operations in East Texas provides employment for some 3500 workers. It takes the equivalent of 186 railroad cars every day to move in the iron ore scrap, limestone and other raw materials used in the plant and to haul away the finished products.

When Sheffield's own employment and the economic activity generated by its activities are considered together, it is clear that it is an important factor in the thriving economy of the Southwest and the Gulf Coast. And there are good reasons to believe the growth of this vigorous steelmaking industry is just beginning.

PORT ACTIVITY

South Atlantic Ports Meeting

The South Atlantic Ports Conference held its ninth annual meeting at the Roosevelt Hotel in Jacksonville, Fla., on November 30 and December 1. Meeting with the conference was the South Atlantic Ports Association, and from the joint meeting there emerged a new maritime organization—The South Atlantic & Caribbean Ports Association.

The merger, long sought, quite logically combines the port development efforts of the two old groups. The conference had been interested primarily in port promotion, while the old Association had concerned itself with rates and related matters.

The new organization will deal with general port trade development, freight rates and port terminal charges.

Member ports in the new setup are those in the Carolinas, Georgia, the east coast of Florida, and the ports of the Caribbean. Membership in the Association will be open to state, county and municipal port authorities, terminal and trade promotion corporations and associations, and other groups with an interest in waterborne commerce.

Caribbean ports not under United States jurisdiction will not be allowed to vote on association matters dealing with U. S. affairs.

Elected to head the association during its first year were William McGowan of Savannah, president; J. P. Qualey of Charleston, first vice president; Salvador V. Caro of San Juan, Puerto Rico, second vice president; P. L. Sullivan of Wilmington, N. C., third vice president, and Frank Henry of Savannah, secretary-treasurer.

Officers of the newly formed South Atlantic and Caribbean Ports Association: Seated, Wm. McGowan, Pres., J. P. Qualey, 1st V.P. Standing, S. Caro, 2nd V.P., P. L. Sullivan, 3rd V.P.

Albert P. Richards, president of Wm. F. Clapp Laboratories, Duxbury, Mass., addresses a luncheon meeting. D. Leon Williams, retiring president of the Conference sits at his left.

Named to the board of directors were J. D. Holt of Morehead City, N. C., W. L. Glaze of Charleston, J. W. Tumlin of Atlanta, R. A. Parrot of Brunswick, E. E. Lee of Wilmington, J. Roger Stanfield of Jacksonville, George Antell of West Palm Beach, R. T. Spangler of Port Everglades and Charles A. Olsen of Miami.

The two days session was highlighted by three speeches. The first of these was the annual report of the retiring president of the Conference, Mr. D. Leon Williams, Director of the Georgia State Ports Authority. It pointed up the need for unity among the South Atlantic ports. Mr. Williams said, in part—"the future outlook for increased business among the South Atlantic Ports was never brighter, but to fully capitalize on this opportunity we must unite as never before.

"Statements made in President Eisenhower's trade speech in Canada this month and the reports that the Southeast will do a billion dollars of export-import business again this year are most encouraging. While these figures are impressive and represent an important contribution to the economy of the Southeast, they serve also to remind us of the future. The industrial and agricultural development of the Southeast points to increasing importance of foreign trade to this area. The president in Canada pointed out the necessity for reciprocal trade policies that permit maximum interchange of goods between nations. The future development of the Southeast is linked with the foreign trade picture. As American business moves increasingly to the undeveloped areas of South America, Africa and Asia, we in the Southeast occupy a critical geographical position. More and more goods will move out and into Southeastern ports. This trade picture will have a great bearing on the economy of the Southeast. The annual volume will continue to grow with consequent effect on transportation and manufacturing capacities.

"We have an obligation to ourselves and to each other to plan and adopt a program for next year and the years to come that provides for unity of purpose, that provides for major permanent committees with direct responsibilities, and that calls for more active participation by all ports in the affairs of the Conference.

"If, at this our 9th annual meeting of the South Atlantic Ports Conference, we

are successful in formulating an overall group pledged to work together to further develop and promote our excellent ports along the South Atlantic and strengthen all our major activities, we shall have done much to keep pace with the great economic growth of the area we serve."

In closing, Mr. Williams recommended that every effort be made to attract more Caribbean port operators to become associated with the South Atlantic group.

Mr. Albert P. Richards, president of Wm. F. Clapp Laboratories, Duxbury, Mass., spoke to the group at luncheon on the subject of "Factors in the Maintenance of Marine Terminals," highlighting the destruction done to port facilities by marine life, and the efforts that are being made to combat it.

The third talk was given by Mr. George W. Gibbs, Jr., Jacksonville marine industrialist. Mr. Gibbs spoke in behalf of increased federal subsidies for American shipping, in the interests of national defense. Pointing to the high cost of building and operating our ships as compared with the lower costs abroad, he said that shipping interests all over the world, including some American, are being persuaded to construct more vessels abroad and fewer in American yards, with the natural result that our shipyards have very little business on their books, and even less in prospect. He concluded that America's defenses were thereby being seriously weakened, that our merchant marine is already too small, and that the United States would stand to great disadvantage in an emergency unless steps are taken immediately to rectify the situation.

ALABAMA

Total Traffic Up—Alabama State Docks and Terminals handled 460,841 tons of traffic in September, a third more than a year ago. As in most months during the last two years, inbound traffic contributed more to the increase.

Inbound traffic in September totaled 403,904 tons, an all-time high and 38 per cent more than a year ago. Although the biggest portion (67 per cent) of these shipments was products of mines, manufactures and miscellaneous products accounted for the gain, rising from 6,287 tons in September 1952 to 129,394 tons this year. Products of agriculture and of forests together made up less than one per cent of the inbound tonnage. Third quarter incoming shipments were 44 per cent above 1952.

Outbound shipments in September also topped a year ago—by 5 per cent. A sizable over-the-year decline in minerals tonnage was more than offset by a 250 per cent increase in shipments of manufactures and miscellaneous products. The latter category accounted for over half (57 per cent) of the outbound tonnage, while 24 per cent was products of mines, 11 per cent products of forests and 8 per cent products of agriculture. Outgoing tonnage for the third quarter increased 27 per cent over the corresponding 1952 figure, but the year-ago tonnage was unusually low because of the steel strike. Total outbound traffic in the first nine months was off 8 per cent from last year.

Pocket Guide—A pocket guide to the Port of Mobile, "America's Model Port," is now in preparation and will be available for general distribution in the near future.

This new folder is being printed as a result of the enthusiastic coast-to-coast reception of the Alabama State Docks "Book of Facts" now being distributed. The brochure contains a series of photographs showing numerous activities at the Docks and giving many details of the shipping program at the vast shipping facility.

Mobile, one of the nation's top ten ports, has in the State Docks a complete ocean terminal that is visited each year by shipping officials from all parts of the world who are interested in seeing a modern facility of this kind in operation.

Port Authorities Elect Turner — J. P. Turner, general manager of the Alabama State Docks, was elected second vice-president of the American Association of Port Authorities at the association's recent meeting in Toronto, Canada.

The Mobile Register noted that "the election put Turner in line for succession two years hence to the presidency of the association, which is composed of port officials from the United States, South and Central America and Canada."

Since the association ordinarily meets in the home port of its president, Mobile is expected to play host to the 1956 convention. American Association of Port Authorities conventions are usually attended by from 250 to 300 officials. The association at the Toronto meeting elected Bob Wiley, San Francisco, president, and Warren Lamport, Seattle, first vice-president.

Mr. Turner has been an association director for the past two years. In addition, he is first vice-president of the Gulf Ports Association and president of the Mobile Traffic and Transportation Bureau.

Mobile—Only Southeast Port Showing Double Gain—Mobile was the only port in the Southeastern United States which showed a dollar increase during the first half of 1953 for both imports and exports, according to an official report of the Department of Commerce regional office in Atlanta.

Mobile's dollar volume of exports, the Department of Commerce announced, rose from $26,000,000 during the first half of 1952 to $31,000,000 for the first six months of 1953. During comparable periods, the dollar volume of imports rose from $27,500,000 to $44,000,000.

The export gain was largely the result of new grain movements. The import rise was due chiefly to added movements of ores.

LOUISIANA

New Orleans

Royal Visitors for the Port—Many famous people have toured the New Orleans harbor on the yacht Good Neighbor. On November 19, however, the first

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royal monarchs visited New Orleans—King Paul and Queen Frederika of Greece. A luncheon was served for them on the Good Neighbor while they viewed the port.

The King and Queen were spending a month in the United States visiting many cities. Their visit to New Orleans came toward the end of their trip.

Industrial Traffic Convention—Traffic managers of leading industries throughout the country were in New Orleans from the 17th through 21st. It was the 6th annual convention of the National Industrial Traffic League.

These are the men who route cargo by rail, truck, air, river barge and ocean steamer to this port and other ports of the nation. They have great influence in deciding which port to use.

Another First for New Orleans—During the first six months of 1953 New Orleans became the No. 1 port in the nation in imports of sisal and jute used in the manufacture of bagging, twine and rope.

In sisal and jute imports the port showed an increase of 60 per cent over the first six months of 1952. New Orleans is now the twine and rope making center of the United States.

During the first half of the year, the port continued as the first port in the country in imports of sugar, molasses and burlap bagging. The port remained second in imports of bananas and coffee.

New Orleans was third in importing bauxite (aluminum ore), copra (dried coconuts) and unmanufactured wood during the first half of the year. In rubber imports, the port was fourth in the nation.

Better Barges—The new, private owners of the Federal Barge Line have mapped out a five-year, $10,000,000 improvement program. The company's plans provide for complete overhaul of the line to meet the "tough" competition from railroads, trucks and other barge lines.

Expansion plans call for the construction of 25 standardized b[illegible]s and the building of one towboat every year.

Grain Elevator Addition—Dedication ceremonies for the new Public Grain Elevator addition at Dufossat Street and the river were held Nov. 30. Present for the ceremony were Governor Robert F. Kennon, Commissioner Glen Clasen, representing Mayor deLesseps S. Morrison for the city, Mr. A. C. Cocke, president of the New Orleans Board of Trade, and Harry S. Hardin, Sr., president of the Board of Commissioners of the Port of New Orleans.

Addressing grain men from all over the middle-west and Mississippi Valley area, Hardin declared the elevator "open and available as a facility for New Orleans, the Mississippi Valley, the United States, and our good neighbors all over the world with equal services to all."

The completion of this facility doubles our present 2,622,000 bushel capacity, Hardin added, increasing it to approximately 5 million bushels.

New Publicity Director—The Board of Commissioners of the Port of New Orleans has chosen Robert Stuart Smith their new Director of Publicity. Smith replaces R. B. Swenson, who recently accepted an appointment with the Virginia State Ports Authority. He is a graduate of Tulane University and past editor of the New Orleans Port Record. The new director of publicity has been with the Port Commission for nearly three years, working in all phases of the Port's publicity program.

MARYLAND

Baltimore

United Fruit Company Opens Direct Service — The United Fruit Company last month joined the growing list of direct shipping services from the Port of Baltimore to overseas destinations.

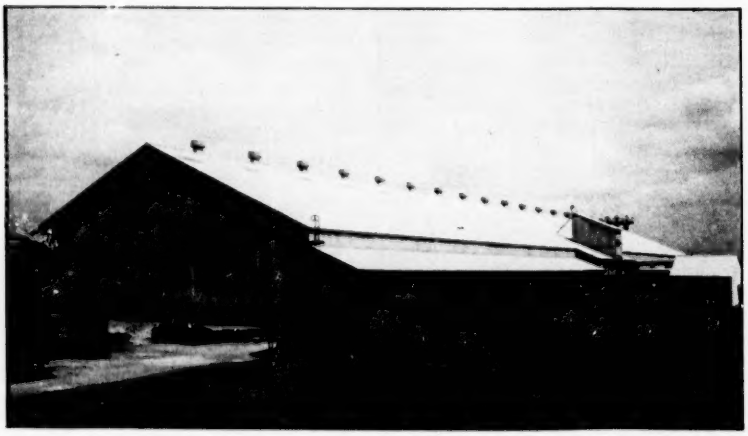
The company's new regular freight service from Baltimore was initiated on November 20 with the sailing of the motor vessel "Manaqui" for direct calls at Havana, Cuba; Puerto Barrios, Guatemala; and Puerto Cortez, Honduras. Future clearances from the Port will be on a weekly basis, with ships scheduled to sail on Fridays. All vessels operating in the service will accept cargo for El Salvador for transshipment at Puerto Barrios.

Vessels will load at Jackson's Wharf on the Rukert Terminals Corporation at the Foot of Caroline Street.

Ship Arrivals for 1953 Highest in Port History—The 364 vessel arrivals at Baltimore reported by the Maritime Exchange in October were 60 under those in September and 32 less than the number calling at the Port in October, 1952. It was the first time in the past seven months that arrivals failed to exceed the 400 mark.

Of the October total, 159 vessels were of American registry and 205 were flying flags of other nations. Among the latter were 40 Norweigian, 25 British, 25 Panamanian, 15 Dutch, 14 Danish, 10 German, 10 Greek, 9 Italian, 9 Swedish, 7 Liberian, 6 Honduran, 6 Japanese, 5 French, 3 Beligan, 2 Argentine, 2 Chinese, 2 Eucadoran, 2 Finish, 2 Swiss, 2 Venezuelan, and one each from the following countries: Brazil, Canada, Colombia, Cuba, Eire, Philippine Republic, South Africa, Spain and Yugoslavia. During the ten months of the current year ship arrivals at Baltimore have totaled 4,060 in comparison with 3,838 in the period of last year.

Capps to be Port Representative in Pittsburgh—Appointment of Harry R. Capps as Tri-State manager in Pittsburgh for the Baltimore Association of Commerce, effective December 1, was recently announced. This office covers parts of the states of Pennsylvania, Ohio and West Virginia, in the interest of the Port of Baltimore.



The new Nitrate-handling warehouse of the Central of Georgia Railway at Savannah terminals.

NORTH CAROLINA

SPA Seeks Executive Head—With the resignations of A. G. Myers of Gastonia as Chairman, and Col. G. W. Gillette as Executive Director, the N. C. State Ports Authority under the chairmanship of Edwin Pate, approaches the New Year with a membership vacancy and the task of finding a new administrative head.

A committee of SPA members headed by the chairman is seeking the best qualified man available in a highly specialized field to further develop and promote the state's multi-million dollar marine terminals at the Ports of Wilmington and Morehead City, as well as the fortunes of the smaller ports and harbors on North Carolina's extensive coast. There is no territorial limit to the agency's survey of executive talent with

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the necessary experience and background.

The reorganized SPA board which took office last July not only faces the task of finding top personnel, but has on its agenda a number of major port developments which will make 1954 a busy and productive year. Its membership, representing the state's major industrial business and financial interests, is devoting individual time and effort to the promotion of ocean traffic through the state's recently improved harbors.

TEXAS

Houston

Houston Opening Pier Storage Shed—Facilities at Houston have been increased with the completion of a new shed on the city dock, which will provide an additional 58,000 square feet of storage space.

The new structure, built at a cost of $176,000, was placed into operation when warehousemen began assembling a consignment of some 4,500 tons of rice slated to be exported from Houston the early part of this month. The warehouse is constructed with a steel frame, corrugated steel sides and roof and concrete floors.

Completion of the new warehouse marks the first in a series of new facilities to be placed on the municipally owned piers as a part of a modernization program undertaken by the Harris County Navigation district.

Arrivals of two out-of-ordinary cargoes characterized Houston's port business recently.

First of these was the discharge of a consignment of some 7,250 tons of manganese ore from Bombay, marking the first time that this commodity had been imported through Houston from India.

The second arrival of a consignment of some 7,000 tons of lead zinc ore from Australia. This was the second such shipment to be imported through Houston in recent months.

Another commodity, seldom handled through Houston, also is slated to arrive soon. This is a consignment of about 1,000 tons of Argentinian bones. The shipment is moving in bulk, whereas during recent years virtually all of the bones imported through here have been in bags.

VIRGINIA

Norfolk Man Named to Ports Post—Admiral David H. Clark, Director of the Virginia State Ports Authority has announced the appointment of another member to the Authority's expanding staff.

Named as Assistant Chief of the Division of Reports, Publications and Public Relations is Esten Corbell Jones of Norfolk.

Jones, a resident of Norfolk, attended Maury High School. In June, 1926, Jones was employed as a reporter with the Norfolk *Virginian Pilot*. After serving with the *Pilot* for 13 years he went to Washington as assistant to Colgate W. Darden, Jr., then a member of Congress.

Jones entered the Army in March, 1941, and was stationed at Fort Story, Virginia. He was released from the Army in December, 1941, and immediately entered the U. S. Navy, in which he served until 1946, attaining the rank of lieutenant. He attended a number of Navy Counter-Intelligence Schools and saw service in the Pacific Theatre.

"Mr. Jones, who will be in our Division of Reports, Publications and Public Relations, has an ideal background for that type of work. His many years of newspaper work in this area admirably suit him for the job with the Virginia State Ports Authority," said Clark.

Jones reported for duty December 16.

"The Ports of Greater Hampton Roads Annual, 1954," the official publication of the Hampton Roads Maritime Association, was recently distributed.

This book is fully descriptive of the Hampton Roads ports, Norfolk, Portsmouth, and Newport News, Virginia. It embraces, in brief compass, with appropriate illustrations, detailed information regarding the commerce of the ports, railroad and steamship services, port terminals, shipbuilding facilities port regulations, customs and charges, and data concerning the industrial advantages of the area. These facts have been set forth so as to be of the most general interest to those who have or may be interested in establishing a business enterprise in this community.

The Hampton Roads Maritime Association shall be glad, upon request, to supply further maritime, industrial, and other commercial data regarding Hampton Roads.

Norfolk

New Intercoastal Service to Norfolk—A new intercoastal steamship service—carrying cargo and passengers from Pacific to North Atlantic ports and Hampton Roads—is expected to aid shippers and purchasers in the area served by the Port of Norfolk. The Isbrandtsen Lines have been authorized by the Interstate Commerce Commission to operate the new service annually from August through February.

C. H. Sprague and Son Company represents the Isbrandtsen ships in the Norfolk area. C. J. Hoilman is the local manager.

The new schedule brings to a total of six the number of steamship lines offering coastwise or intercoastal service into or out of the Port of Norfolk. The Waterman Steamship Company's Arrow Line operates a monthly sailing to Norfolk from Pacific ports. Two lines, Pope & Talbot and Weyerhaeuser, offer three monthly intercoastal sailings out of Norfolk to Pacific ports. Daily coastwise service to Baltimore is scheduled by the Old Bay Line. The Norfolk, Baltimore and Carolina Line also operates a daily Norfolk-to-Baltimore service as well as a weekly sailing from Norfolk to Charleston, S. C.

Scheduled Steamship Service Increased—New sailing schedules reveal that scheduled steamship service between Hampton Roads and the ports of the world has increased greatly during the past year.

During the past six weeks, 275 vessels steamed out of Hampton Roads, as compared with 183 during the same period last year. These figures do not include the movement of coal ships, tankers and tramp freighters.

The biggest increase has been in trade with Mediterranean, Adriatic and the Levant ports. Recent sailings total 38, compared with 15 during the same period of 1952. Sailings to the Far East and the Hawaiian Islands have increased 34 per cent and ship movements to South America have more than doubled. Increases in service to virtually all areas of the world have been registered.

Meyer Line Fleet to Expand—The Meyer Line, which operates a regular service to Continental European ports out of Norfolk, plans an expansion of its fleet of general cargo ships. The expansion move was announced by P. Meyer, general manager of the line's cargo division, during a recent visit in Norfolk. Meyer, who conferred with officials of his line's Norfolk agency, Raleigh Steamship Agency, noted that Meyer Line vessels cross the Atlantic at a speed of 18 knots and make the voyage in nine days. Each ship carries up to 12 passengers in addition to cargo. He said the new ships currently are under construction.

Norfolk Port Authority Reports Airport Progress—The Norfolk Port Authority, operator of the Muncipal Airport, has reported a continuing and steady upward climb of passenger traffic at the Norfolk air facility. Scheduled commercial flights are up over last year, along with the passenger traffic, although air freight cargoes are off slightly from this same period last year.

Two of the three airlines serving Norfolk have inaugurated additional flights.

National Airlines' new Convair 340's, cruising at about 300 mph, connect Norfolk with Philadelphia and New York to the north and New Bern, Wilmington, Charleston, Savannah and Jacksonville to the south.

Capital Airlines has begun a new afternoon Constellation flight to Chicago, which brings to seven the number of daily air trips from Norfolk to the Windy City.

SOUTHERNERS AT WORK

Alabama Chamber Names Thomas Russell, President

Thomas D. Russell, president of The Russell Manufacturing Company, Alexander City, Ala., was re-elected to a second term as president of the Alabama State Chamber of Commerce at a meeting in Mobile.

Russell joined the manufacturing firm in 1925, serving as assistant vice president, vice president and buyer, and succeeded his brother, Benjamin C. Russell, as president in 1945. Under his supervision a $4-million expansion program was begun and completed.

He is also president of both the Alexander City Manufacturing Company, a wholesale lumber and woodworking firm, and the Alexander City Wholesale Grocery Company. He is chairman of the board of directors of the First National Bank of Alexander City, a past president of the Alabama Cotton Manufacturers' Association and is active in various community and civic organizations.

S. C. Colleges Foundation Names Board of Directors

Seven prominent business, industrial, and state government leaders, headed by Governor James F. Byrnes, have accepted membership on the Board of Directors of the South Carolina Foundation of Independent Colleges.

Dr. R. C. Grier, of Erskine College, chairman of the new association of non-tax supported institutions, has announced that the following have been invited and have agreed to serve:

Governor James F. Byrnes, Columbia.

Charles E. Daniel, president, Daniel Construction Co., Greenville.

B. M. Edwards, president, S. C. National Bank, Columbia.

Walter S. Montgomery, president, Spartan Mills, Spartanburg.

Roger C. Peace, publisher, the Greenville News and Piedmont, Greenville.

James C. Self, president, Greenwood Mills, Greenwood.

Samuel H. Swint, president, Graniteville Mills, Graniteville.

These men, along with presidents of the nine member colleges, will set the policies and guide the activities of the Foundation. College members include:

R. C. Grier, Erskine, chairman; James C. Kinard, Newberry, vice-chairman; John Plyler, Furman, secretary; Marshall Brown, Presbyterian; A. J. Eastwood, Limestone; Pendleton Gaines, Wofford; Edward Gwathmey, Converse; Joseph Robert, Coker, and Wright Spears, Columbia.

The Foundation recently adopted a broad list of objectives, including emphasis on the role of the smaller, independent colleges in the following activities: education based on the free enterprise system, preparation of students for rapidly changing economic and social conditions, development of research facilities, bridging the gap between education and industry, preparing youth for management leadership, broadening of cultural endeavors, instruction in free Christian thinking.

A paramount goal of the Foundation will be to make the public aware of the present and possible future financial plight of the private colleges under today's conditions, and of the need for maintaining them as free and independent centers of education under democratic ideals.

A full-time executive director of the Foundation will be selected at an early date, Dr. Grier said. Several recommended individuals are now being considered by the Board.

Governor James F. Byrnes, who has accepted membership on the Board of Directors of the new S. C. Foundation of Independent Colleges, receives a copy of its constitution from Dr. R. C. Grier, Chairman, as Dr. I. C. Kinard, Vice Chairman, watches.

Hockley Named Vice President By Mathieson Chemical Corp.

Appointment of R. L. Hockley as vice president of Mathieson Chemical Corporation, following his resignation as president of Davison Chemical Corporation, is announced by Thomas S. Nichols, Mathieson president.

Mr. Hockley will assume executive responsibilities of major importance in the Mathieson organization, Mr. Nichols said. His appointment becomes effective January 1. He will be located at the Mathieson executive offices in Baltimore.

Well known in the chemical industry, Mr. Hockley is 45 years old and has occupied various positions in Davison over the past 19 years.

He is a director of the Mercantile Safe Deposit and Trust Company of Baltimore, U. S. Hoffman Machinery Corporation, and the Manufacturing Chemists' Association, Inc. He is active in numerous local civic and charitable organizations.

Lumber Manufacturers Name J. R. Bemis, President

J. R. Bemis, widely-known Arkansas lumber manufacturer, has been named president of the National Lumber Manufacturers Association.

Mr. Bemis is president and general manager of Ozan Lumber Co., Prescott, Ark. His election to the NLMA post came at the annual meeting of the Association in Washington, D. C., last month.

The new NLMA president has served as a regional vice-president of the organization, member of the board and vice-chairman of the Committee on Products and Research.

Long active in lumber association work, Mr. Bemis currently is president of the Southern Pine Association. He also has served on several SPA committees and was chairman of the Trade

Promotion and the Mechanical Efficiency Committees.

Mr. Bemis entered the lumber industry in 1919 as an employee of his father's mill, The Ozan Graysonia Lumber Co. at Graysonia, Ark. After serving as a commission salesman in St. Louis, and later operating a wholesale lumber business, he established a lumber mill at Prescott, Ark. in 1929.

The Ozan Lumber Co. has been expanded through the years and its Prescott plant now is undergoing extensive modernization aimed at complete utilization.

Smith Named Assistant To Temco President

Luther S. Smith, retired Air Force brigadier general and Kerr County, Texas, rancher, has joined Temco Aircraft Corporation as special assistant to the company president.

Temco President Robert McCulloch who announced the appointment, said Smith will assist in the development of new military training aircraft.

The Temco official is a native of Wadesville, N. C. He stndied engineering at the University of North Carolina, then received an appointment to the United States Military Academy.

After graduation from West Point in 1924, he was assigned to the Army Air Force where, until his retirement, he specialized in the training field.

He was appointed brigadier general in 1942 and served as the Army Air Forces' director of individual training during World War II. Later, he supervised air force ground training in 14 Latin American countries for a one-year period.

He was chief of protocol for the United States in Berlin, Germany, in 1946 when he was hospitalized and retired from active service.

Since then he has divided his time between his home ranch—"El Rancho de Hamaris" at Hunt, Texas—and various aviation activities.

In 1951 he was named executive vice-president of Texas Aviation Industries, in which post he established an Air Force primary flying school under civilian contract at Hondo, Texas.

OVIA Names Hubley Executive Vice President

George W. Hubley, Jr. was installed as Executive Vice President of the Ohio Valley Improvement Association, Inc., last month, at the regular meeting of the Board of Trustees of the Association in Cincinnati. Mr. Hubley, until November 1, had been Executive Director of the Agricultural and Industrial Development Board of the Commonwealth of Kentucky since its organization in 1948.

The Ohio Valley Improvement Association, organized over 58 years ago, has promoted programs for improved navigation, flood control and industrial water supply. Alex. S. Chamberlain, Chairman of the Board of the OVIA, said: "Industries and citizens in the states of Pennsylvania, Ohio, Kentucky, Tennessee, West Virginia, Indiana, and Illinois have supported the Association and have benefited from its efforts, because the entire population of the Ohio River Basin has a direct interest in the improvement of the Ohio River and its tributaries."

Mr. Chamberlain pointed out that when the canalization of the Ohio River was

George W. Hubley, Jr.

celebrated in 192-, river traffic on the Ohio River totaled only 1.5 billion ton-miles per year. Today, Ohio River traffic has climbed to over 10 billion ton-miles per year and is continuing to increase. Future industrial development in the Ohio River Valley and the adjoining areas is dependent on continued river improvements and the replacement and maintenance of older dams which have worn out or badly deteriorated.

Principal objectives of the OVIA, for the immediate future, are to expedite construction and completion of the twelve foot channel and high level, long pool dams to facilitate navigation on the Ohio River and its tributaries, to support flood control projects and to generally assist in furthering industrial activity in the Ohio River Basin.

Mr. George W. Hubley, Jr. is a native of Louisville, and has nearly 20 years' experience in both government and business. He is a graduate of the University of Chicago, and has served as President of the Southern Association of State Planning and Development Agencies and is a Director of the National Association of State Planning and Development Agencies.

Birmingham Chamber Elects Officers

H. Neely Henry, vice president of Alabama Power Company, was elected 1954 president of the Birmingham, Alabama Chamber of Commerce, to succeed Frank E. Spain. The change was effective on December 11 at the annual Chamber meeting.

Other new officers include seven vice presidents: Ira M. Patton, Tutwiler Hotel; Emil Hess, The Parisian; James A. Head, James A. Head Company; Clarence B. Hanson, Jr., publisher of The Birmingham **News**; Searcy Johnson, Jr., Moore-Handley Hardware Company; Bedford Seale, Seale Lumber Company; and Luther T. Cale, Alabama Power Company.

Re-elected were Harvey B. Terrell, of the First National Bank, as treasurer and John O. Burch as executive vice president.

For the first time, Chamber board members and officers will be guided by a written "Statement of Policy," which is intended to interpret by-laws and clarify operations.

Frisco Advances R. J. Doelling

Roy J. Doelling, office manager for President Clark Hungerford of the Frisco Railway, has been named executive assistant, a newly-created post.

Doelling began work for the Frisco in 1936 as an office boy in the accounting department. He held various stenographic and secretarial posts until 1948 when he became general clerk in the operating department.

Subsequently he became assistant chief clerk and chief clerk. He had been office manager since last May.

Doelling will be succeeded by Martin M. Pomphrey, secretary to the vice-president-operations.

Certain-Teed Appoints Ohm Dallas Sales Manager

Certain-teed Products Corporation, building materials manufacturer of Ardmore, Pennsylvania, has advanced Herbert D. Ohm to sales manager of the company's Dallas sales district. The appointment, which became effective on November 1, was made by Malcolm Meyer, vice president in charge of sales.

Mr. Ohm has been with Certain-teed since 1941 as sales representative in the San Antonio, Texas, territory. Before becoming engaged in sales work, Mr. Ohm was in the construction field.

Georgia Tech Names Odom To Head Publications Services

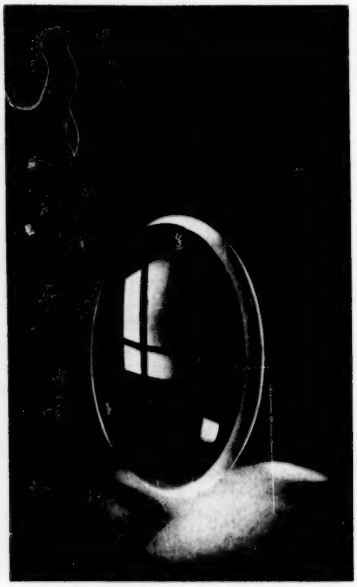
Odom Fanning, former Scientific Information Officer of the U. S. Public Health Service's Communicable Disease Center, at Atlanta, Georgia, has been appointed Head of the Publications Services of the Georgia Tech Engineering Experiment Station, it was announced recently by Dr. Herschel H. Cudd, Director of the Station.

NEW PRODUCTS

Plastic Safety Lenses

United States Safety Service Co., Kansas City 6, Mo. — A new line, of safety lenses, using 2 types of new plastic, trademarked Optilite A and Optilite B.

The new Optilite A safety lens has an extremely hard surface giving it super scratch resistance and longer life yet weighs only half as much as safety glass. The manufacturer claims that on jobs



Optilite Lenses

where pitting and spatter are encountered, it will last 10 times as long as glass.

The Optilite B safety lens is a different formula plastic and is extremely low in cost. It is especially recommended for operations where short lens life is expected.

These lenses are available in 6.00 curve, all clear, in sizes 44mm or 47mm drop oval and 50mm round and will fit any standard industrial spectacle frame. They meet Federal Specifications for impact and optical qualities according to the manufacturer.

Benches

The Industrial Bench and Equipment Mfg. Co., Inc., New Britain, Conn. Special all-steel stands. The Industrial Bench Company are specialists in the manufacture of steel shop and school equipment such as benches, stands, welding benches, etc. Added facilities, engineering and equipment permits the firm to engineer and develop special equipment. All curves and angles are made to blueprint specification. The top and bottom are reinforced by steel gussets.

Resistors

Eastern Precision Resistor Corp., Richmond Hill 18, N. Y.—A line of environment-projected, precision wire-wound resistors . . . called N-CAPS.

These new resistors are encapsulated in a hermetically sealed, plastic jacket which protects them against the deteriorating effects of salt water as well as the destructive effects of ordinary mechanical shock.

N-CAPS are made to exceed Specification MIL-R-93A and due to the special encapsulating process, retain their original characteristics over a very long period. The following Government sizes are now available: RB 15, 16, 17, 18, 19 and RB 52 series.

Pocket Tape

Evans & Co., Elizabeth, N. J.—A new 12-ft. pocket-size white steel tape. Until now, pocket tapes have not been available in lengths exceeding 10 ft.

In addition to the length feature, the new "White Tape" introduces another major new distinction. Not only is it marked off in inches as are conventional pocket-tapes, but it also has a second scale, a foot-and-inch scale heretofore found only on long tapes.

The duplicate scales not only give overall dimensions in both feet and inches but also enable quick reading for rougher work and at the same time provide an accurate instrument for more exacting requirements—those frequently met by contractors, carpenters, masons, plumbers, etc. For very accurate work, the first six inches are marked off in 32nds.

The conventional scale is calibrated in 16ths of an inch and is marked off from 1 to 144 inches. The other scale is calibrated in eighths and is marked off 12 inches to the foot, foot markings being given in white on black island backgrounds. In addition, black-on-white smaller-size foot markings are repeated between each inch notation.

Guillotine Unit

The Manco Manufacturing Company, Bradley, Ill.—A new hydraulic Guillotine unit capable of shearing mild steel strips 5/16″ x 25″. The unit is designed for use in cutting coiled strip stock.

Among the advantages of the unit are said to be its speed of operation and mobility. According to the manufacturer it takes but 4.2 seconds to make the shear. The Guillotine shearing head which weighs 600 lbs. can be suspended from a spring tension balancer and easily positioned over the strip. A manual valve control actuates the unit and there are no solenoid switches (mounting stand for valve is optional at extra cost, see cut). Power is provided by a 2 h.p. electric hydraulic pump. Weight of pump unit is 350 lbs.

According to the manufacturer, other smaller units are also available for cutting coiled strip stock from 4″ to 25″ width.

Measuring Instrument

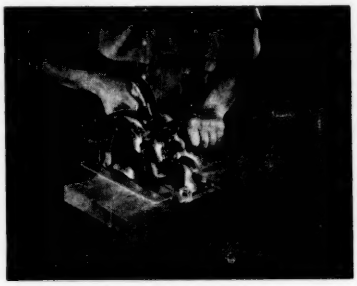
Brush Electronics Co., 3405 Perkins Ave., Cleveland 14, Ohio—A new instrument for measuring surface roughness.

The instrument, manufactured by Brush under an exclusive license from the General Motors Corp., is designed to measure the roughness of any surface. It provides a non-destructive test, a vital factor in most operations. It is versatile, inexpensive, and requires no special knowledge or training for its operation. For the first time, it offers to small businesses, an accurate, yet economical method for such measurement. Likewise, it will enable several sub-contractors located in scattered areas to fabricate parts to the same exacting specifications.

The surface roughness range measured extends from 1 to 1,000 micro-inches average deviation from the mean surface. A variable cut-off switch permits the separation of waviness and roughness characteristics of surfaces by filtering out wave lengths exceeding .003, .010, or .030 inch. This feature is of vital importance in many applications such as bearing surfaces and highly stressed parts.

Utility Saws

Black & Decker Mfg. Co., Towson 4, Md.—The Black & Decker Utility 7″, 8″ and 9″ Heavy-Duty Saws for 1954 have been completely redesigned to facilitate



B & D Saws

operation and speed accurate sawing for the building and construction fields.

Among the features of B&D's new Heavy-Duty Saws are: an exclusive saw grip handle, placed at natural sawing position; a king-size lever arm for retracting the lower blade guard for making pocket cuts; heavy-duty Universal motors designed specifically for power sawing; and improved cutting line and blade visibility.

Other features include a large, sturdy shoe for good support and easy right or left-handed operation; full adjustment for depth or angle of cut; instant release trigger switch and telescoping lower blade guard for safe operation, and an auxiliary knob on the front of the saw for two-handed operation when desired. The power cable on the new saws passes out the end of the handle to eliminate interference with the operator or work material.

Magnesium Dock Board

Magline, Inc., Pinconning, Mich.—The development of a new magnesium dock board loading system, specifically designed for permanent installation on concrete docks. The dock board units, called Perma-Docks, are believed to be the first of their kind to be manufactured of magnesium, and, according to the company, represent a new departure in permanent-type installations.

Perma-Dock

Combining the strength and lightness of magnesium, the new Perma-Docks are easily raised or lowered by one man. No power operated devices or counter balances are required. The recessed type of dock installation permits the dock board unit to self-adjust to truck level, and automatically compensates for truck spring deflection. The system requires no maintenance.

An additional feature is the new Magliner safety curb, the design of which prevents power-truck wheels from colliding with the curb rail. According to the company, this eliminates the single biggest cause of power-truck tire damage encountered in handling operations.

Selenium Rectifier Models

Rapid Electric Co., 2852 Middletown Rd., New York 61, N. Y.—New completely self-contained Selenium Rectifier Models to provide DC power for electroplating, anodizing and other electrochemical processes and many other production and maintenance uses.

These new models feature single knob controls which replace the three individual phase controls. The single knob eliminates the possibility of single phasing—always a potential source of difficulty when controls are handled by unskilled help.

The single knob controls permit voltage and current changes in fine increments with no interruption, and covers the entire DC Voltage range from 0-12 volts.

In addition to this improved control system, the new models have the other features standard to all Rapid Electric Co. Rectifiers including "Custom-Built" rectifier stacks, Class B insulated transformers, forced draft cooling, oversized copper bus throughout, electromagnetic starter, automatic overload protection, and full metering.

Plastic Tubing

American Hard Rubber Co., 93 Worth St., New York 13, N. Y.—Ace-Flex, a new all-purpose, transparent plastic tubing with unusual flexibility. Ideal for any temporary or permanent fluid lines where easy-to-handle, sturdy, flexible tubing is required, Ace-Flex is inert, odorless, non-toxic, and ages well. It is highly resistant to most inorganic acids and alkalis, and is resistant to many organic chemicals.

The smooth, shiny, non-tacky finish of Ace-Flex permits quick and easy cleaning, and it may be steam sterilized. It is light in weight, abrasion-resistant, and retains its clear transparency through long life.

Suggested uses for Ace-Flex include: Chemical and medical laboratory tubing, surgical tubing, piping systems for liquid food products, beer, distilled products, etc., electrical insulation, conduit, grommets, battery tubing; tubing for coolant systems, lubricating systems, refrigerator drains, etc.; hose for insect sprayers, paint sprayers, air lines, syrup lines; and instrument tubes, atomizer tubes, gasketing, etc.

Industrial Vacuum

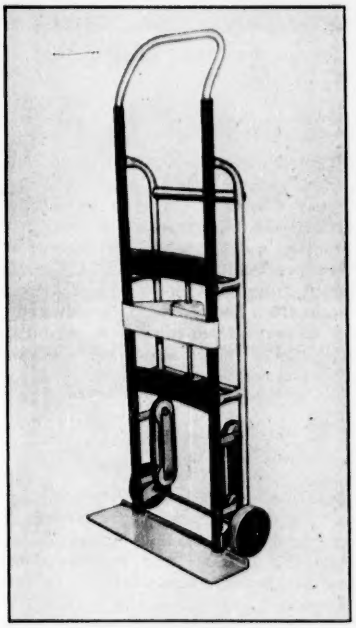
American Cleaning Equipment Corp., 2029 S. Halsted St., Chicago 8, Ill. — A new, more powerful industrial vacuum cleaner is said to pick up dirt, chips, liquids, cutting oils from 50 to 100% faster due to a new exclusive air handling feature that produces more power than any vacuum of the same motor rating. The new fan and fan chamber is designed to give extreme power and suction.

The machine can pick up wet or dry in large amounts. Water can be picked up at the rate of 40 gallons per minute. Ideal for flood control, as large amounts of water can be handled quickly because the lid fits any 55 gallon drum, permitting the shifting from one drum to another in a matter of seconds for easier, quicker disposal.

Tank is equipped with dump valve for easy emptying. The large capacity and powerful suction make this vacuum a natural for sump and boiler cleaning. For dry pick-up, the large tank and big filter bag allows machine to operate over longer periods where smaller vacuums would have to be emptied several times.

Appliance Truck

Nutting Truck and Caster Co., Faribault, Minn.—An improved appliance truck. This improvement is embodied in the stair glides; each glide now consists of an aluminum alloy assembly in which a rubberized fabric V belt runs on 2 aluminum pulleys and 12 tubular steel rollers encased between 2 bolted together side members of the assembly. The bolted construction provides easier maintenance in the event proper lubrication has not been maintained or foreign material need be removed. The 12 steel rollers are closely spaced and are of proper size to allow the V belt to run freely for easier movement up or down curbs and stairs.



Nutting Truck

The new truck will handle water heaters, refrigerators, deep freeze units, stoves, water fountains, oil burners plus many other heavy, cumbersome items. It is of all tubular steel construction with extra wide strap and ratchet strap tightener for secure loads; padded frame protects finished surfaces. Overall width 24", overall height 60". Wheels, 6" in diameter, are of solid rubber with self lubricating bearings.

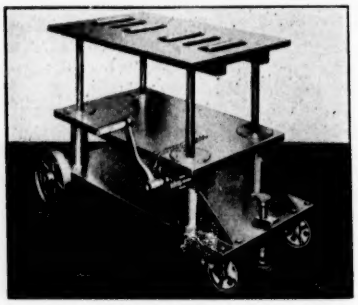
(Continued on page 48)

NEW PRODUCTS

(Continued from page 47)

Bar Stock Handler

The Hamilton Tool Co., Hamilton, Ohio—Portelvator used in the handling and positioning of heavy bar stock. It receives the heavy billets at the receiving dock and transports them to the stockroom where they are stored until needed. As billets are required, Portelvator moves them from the stockroom to the sawing machine where the material is height



Hamilton Portelvator

positioned and fed directly from Portelvator to saw.

The slots between rollers No. 1 and 2 and rollers No. 3 and 4 enable the chain of the overhead crane to be wrapped around the billets more securely. The table has a capacity of 2,000 pounds and has a vertical travel of 14". Minimum height from floor is 20" and maximum height from floor is 34". It is elevated by a hand crank from the side to permit the extension of the bar stock over each end. Its table surface measures 18" x 20".

Nail Carton

International Paper Co. — The old familiar nail keg may soon suffer the same fate as the cracker barrel. Modern packaging methods and a newly developed fibreboard carton are likely to make the wooden keg a museum piece.

Atlantic Steel Company, Atlanta, is the first major nail producer to adopt the new fibreboard carton, called the Nail Caddy, developed by International Paper Company.

Although other steel companies have used fibreboard containers during the past few years, this is the first time a mill has completely abandoned kegs and made plans to package its full line of nails, rivets, and staples in cartons.

Robert S. Lynch, president of Atlantic Steel Company, stated: "Adoption of the new Nail Caddy, together with the installation of a new Ransohoff nail cleaning unit, a conveyor system and automatic sealing unit makes our nail cleaning and packaging operation the most modern in the industry."

"The new Ransohoff unit is the only one in which a wet mill, a dry mill, and weighing operation are integrated into one continuous automatic operation," he said.

The conveyor set-up and Packomatic Sealer is also the first installation of its kind used to automatically seal the new Nail Caddys.

Mr. Lynch said there are many advantages to the new Nail Caddy. Chief among them is the package itself. It is colorful and attractive, and introduces modern packaging and modern merchandising methods to the nail industry.

Rolling Step Ladder

Precision Equipment Co., 3417 N. Milwaukee Ave., Chicago 14, Ill.—All steel "automatic action" safety step ladders. A Precision ladder may be easily rolled to the desired position but as soon as a person steps thereon the casters automatically disengage making the ladder immovable. There need be no fear of rolling, swaying or "kick out" with Precision safety step ladders. The rubber tipped legs "lock" to the floor, providing a firm, sure base. When a person steps off the ladder the casters instantly and automatically re-engage! The ladder can then be moved easily and quickly.

Precision ladders are designed for use in industrial plants, school shops, garages, stock rooms, warehouses, file departments, bank vaults, libraries, as well as in all types of offices, wherever material is stored above reach.

Hand Magnet

Magnetool Div., Multifinish Mfg. Co., Dept. 432, Detroit 7, Mich.—A new 70-Series permanent-magnetic Multilift hand Magnetool. The tools are used for rapid and convenient pick-up of small parts, metal scrap, nails, tacks, staples, and the like, from boxes, kegs, tables, or floors.

Many improvements have been made in the 70-Series over the Model S, according to Multifinish. These include elimination of the projecting shelf which impeded pick-up in certain applications, greater capacity, easier burrowing into leads, and increased durability. In addition, the new series has been made more dust and water proof.

Multifinish also points out that fewer repairs are required in the 70-Series models and that, if needed, they can easily be made in the shop of the user.

Complete and instantaneous load release is accomplished by simple hand-squeeze pressure. 70-Series models are not electric, require no batteries or wires. Alnico magnets are used, with permanent magnetic power guaranteed.

Industrial Caster

The Bassick Co., Bridgeport, Conn.—A new heavy-duty industrial caster featuring low cost plus unusually strong construction.

Called the "Form-Forbed" Caster, this new Bassick product is especially designed to take the punishing loads of powered assembly-line dollies, heavy trucks and similar mobile equipment.

The Bassick "Form-Forged" caster has double ball-bearing race for quiet, easy swivelling. Raceways are fully case-hardened for longer life, and the kingpin is extra-heavy to provide an unusually high safety factor at this critical point. Caster is structurally shaped of heavy-gauge steel to stand up under heavy loads in rough and rugged service.

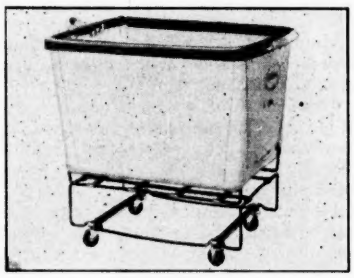
Available in 5", 6", 8" and 10" sizes, with semi-steel, forged steel or rubber-tread wheels, the new caster has a load rating of up to 1,500 lbs., and can be ordered in either swivel or rigid types. Descriptive folder 599-53 may be obtained by writing the manufacturer.

Elevated Baskets

C. R. Daniels, Inc., Baltimore, Md.—A newcomer to their wide line of canvas baskets, hampers, and trucks.

Utility and demand prompted production of the new item, a 4 bushel capacity, elevated basket that is also available with rubber swivel casters.

Like the other Dandux baskets this new product is constructed with high



Daniels' Dandux

grade spring steel frames; tough, quality-controlled canvas woven right in Daniels' own mills; leather reinforcing the top, all corners and the ends of pockets.

This versatile little basket is rugged enough to take abuse and hard work, durable enough for handling almost any type of material, yet gentle and protective to the most fragile material. The "give" and character of canvas which lines the entire inside offers no resistance, sharp edges or protrusions that could snag, tear or break packages or cloth.

Christmas is a Little Doll

Soon it will be the night before Christmas. And many an excited little girl will be nestled all snug in her bed, to dream of sleigh bells and a cuddly doll beneath a tree.

Santa Claus is such a jolly fellow that he wouldn't want to miss anyone. But it could happen and that would be very sad indeed.

So again this year, telephone girls in many communities will be helping Santa get around. For weeks they have been spending their spare time dressing dolls for little girls.

Throughout the country thousands of other Bell System men and women are collecting baskets of food, candy, toys and dollars for those less fortunate than themselves.

And remembering their co-workers in the armed services with the letters and holiday packages that are so extra-special when a young fellow is far away from home.

To all of you, from all of us in the telephone business, we send best wishes for a joyous and reverent Christmas.

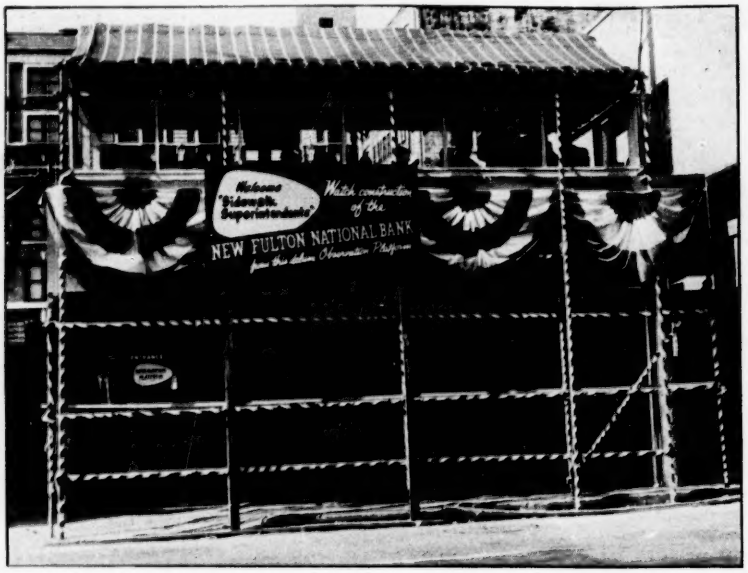
SANTA'S HELPERS

Some of the dolls from telephone employees in just one city. Rag dolls, fancy dolls, teddy bears and pandas — dolls of every kind and shape—to help put joy in many a Christmas stocking.

BELL TELEPHONE SYSTEM

LOCAL *to serve the community.* NATIONWIDE *to serve the nation.*

For Superior Sidewalk Superintending



Fulton National Forms "Sidewalk Superintendent" Club

Atlanta's "Sidewalk Superintendents" were recently honored and officially elevated by Erle Cocke, President of the Fulton National Bank, when the New Deluxe Observation Platform at the site of their new 25 story building at Marietta and Forsyth Streets was opened with appropriate ceremonies.

Mayor Pro-Tem, Robert E. Lee Field, Robert R. Snodgrass, President of the Atlanta Chamber of Commerce and John O. Chiles, President of the Central Atlanta Improvement Association were officially inducted into the Fulton National Chapter of the "International Society of Sidewalk Superintendents" and given membership cards as indication of their new duties and responsibilities.

The Bank Officials taking part in the ceremonies were Erle Cocke, President of the Fulton National, Clarence Haverty, chairman of the Fulton National Board, J. C. Shelor, Vice-President, William V. Crowley, Vice-President and a number of Fulton National Directors. Others present for the ceremony were Joe B. Hutchison of Henry C. Beck Company, General Contractors for the new building and Richard M. Newton, President of Bank Design, Incorporated, counselor on the new bank interior layout and Herbert Millkey, of the architectural firm of Moscowitz, Wilner and Milkey. Present also as special guests, were officials of many of Atlanta's civic luncheon clubs.

The Fulton National's new Observation Platform serves a two-fold purpose: Avoids pedestrian traffic jams at the busy intersection of Marietta and Forsyth Streets, and also gives the public a full view of operations much superior to the old fashioned hurried look at a peephole from which Sidewalk Superintendents of the past had to work.

"To show you how anxious I am to economize, I found this old checkbook and I've decided to make it do!"

Committee of 35 Launched at Gadsden

A group of Gadsden, Ala., men, with $100,000 at their disposal, will soon begin an all-out drive to get new industries there.

Called the Gadsden Committee of Thirty-five, Inc., formation of the group was announced recently by the president, John N. Thomas.

Closely patterned after the Committee of 100 in Birmingham its purposes will be (1) to encourage the development and expansion of existing businesses and industries and (2) to acquire new industries and enterprises.

The announcement culminated months of work and planning by the committee members, who come from every segment of Gadsden's business and industrial life.

It all started with a group of men "anxious to see Gadsden get going again," according to Thomas. "Quite a number of people here feel that Gadsden has a tremendous future industrially," the committee head continued, "if we can get moving again."

He commented that many felt the town had "reached a standstill," with some expansion of existing plants but "no few faces."

Called together by Mayor Roy L. Wallace—who is credited by Thomas with being the sparkplug of the local group—these original leaders accepted the preliminary plan and moved ahead to organizational work with Wallace as chairman.

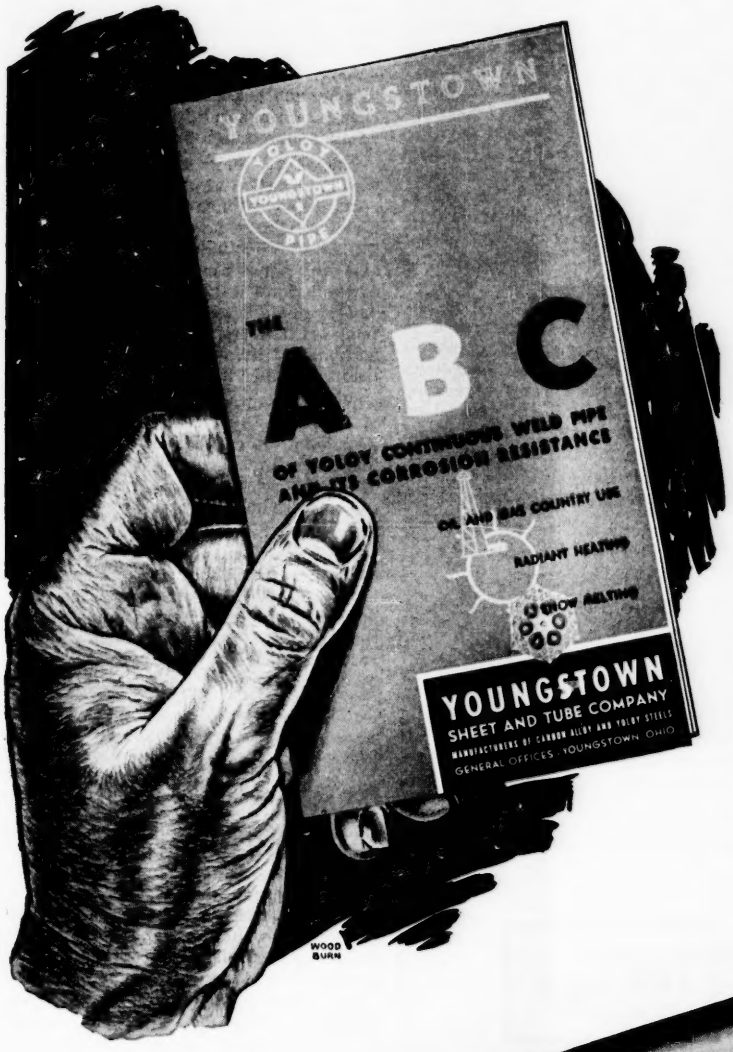
This nucleus then began selecting members who could afford the contributions necessary to set up the program and who would work when called upon to contact industrial prospects.

Next came assurance of support, both financially and in a working way from the public utilities, Thomas revealed. Contact work also started toward securing supporting members who will help out financially although not as working and voting members.

At a meeting earlier this month the constitution and by-laws were adopted and officers for the first year named.

Owen Leach was voted vice chairman and H. E. Johnson secretary-treasurer. These three men are on the executive committee along with A. P. Reich, V. M. Boyette, B. L. Noojin, Jr., Harold M. Schudt and A. C. Michaels.

This DATA may solve YOUR piping problem



● Here is the up-to-date story of Yoloy Continuous Weld Pipe—a remarkable low alloy steel whose nickel-copper content gives it unique ability to withstand corrosion, abrasion and shock. These outstanding advantages combined with high strength, ductility and weldability make Yoloy Pipe an excellent selection.

Proved by 18 years of satisfactory performance, Yoloy is highly recommended by users in such service as radiant heating, snow melting, gas line gathering, brine lines and other industrial piping.

This new folder presents the facts and figures on Yoloy's physical and chemical properties, with data on sizes now available and other information you'll need to select Yoloy Continuous Weld Pipe to meet your special requirements. Write for a copy today.

Youngstown

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THE YOUNGSTOWN SHEET AND TUBE COMPANY

Manufacturers of Carbon, Alloy and Yoloy Steel

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COLD FINISHED CARBON AND ALLOY BARS - ELECTROLYTIC TIN PLATE - COKE TIN PLATE - WIRE - PIPE AND TUBULAR PRODUCTS - CONDUIT - RODS - SHEETS - PLATES BARS - RAILROAD TRACK SPIKES

National Container To Open Converting Plant in N. Carolina

Plans to establish a new converting plant in a leased building at Spencer, North Carolina, were announced last month by National Container Corporation of The Carolinas, a subsidiary of National Container Corporation. This will be National's nineteenth corrugated paper shipping box plant.

Wagoner Construction Co. is constructing the building at Spencer which has been specially designed to house a completely integrated box shop. This is National's first plant in North Carolina. The same subsidiary operates another box shop at Rock Hill, South Carolina.

National Container Corporation operates box shops in cities from coast to coast and also has five paper mills. A sixth kraft pulp, board and paper mill will shortly be opened at Valdosta, Georgia, which will add 500 tons per day to the company's mill capacity, increasing it by 50 per cent.

National Carloading Corp. Forms Southern Division

Formation of a Southern Division, with headquarters in Atlanta, Ga., is announced by T. R. Hudd, president of National Carloading Corporation, one of the nation's leading freight forwarders. The new division is organized to give business firms shipping to and from the South an improved, low-rate forwarder service, especially on long-haul shipments to and from Northern and New England, Western and Pacific Coast points.

Operations of the new Division embrace a wide area. Facilities have been expanded to handle shipments via National Carloading stations located in the following Southern cities: Atlanta, Ga.; Birmingham, Ala.; Chattanooga and Memphis, Tenn.; Charlotte and Winston-Salem, N. C.; Greenville, S. C.; and Jacksonville, Miami, Tampa and Orlando, Fla.

Mr. Hudd announced that Mr. Mitchell B. Moore has been named a Vice President of National Carloading Corporation and placed in charge of the newly created Southern Division. He has been associated with the firm since 1930, having served for the past five years as Assistant Vice President of the Western Division, with headquarters in Dallas. Mr. Moore will be aided in his duties by Mr. Hugh E. Cooney, an Assistant Vice President of the firm, previously headquartered in Cincinnati. Both are thoroughly familiar with the problems of shipping to and from the South.

"This decision is not simply an organizational move," Mr. Hudd stressed in making the announcement. It represents a "big change in National Carloading's operations" and recognizes the growing importance of the South as an industrial area. "Eyes are turning southward for production sites and market expansions," he said, "and National Carloading is keeping one step ahead of progress."

Plastics Manufacturer Picks Oklahoma Site

A firm which is making a plastic product used in airplane construction has selected Poteau as the site for a new plant, and expects to get in operation there in November.

The new industry, Plasteck, Inc., which is now operating in New York, will employ up to 150 people. The company's product is used to light airplane and radar instruments. Invented by Edwin Neugass, founder of the company, the plastic instrument paneling shows white by day and red by night, making readability better than normal at all hours.

The firm has leased the Downing Dairy building with an option to buy, and expects to be in full operation within six months.

Joe Hassell, operating head of the firm, said the southeastern Oklahoma site was chosen after careful study of the advantages the state offers.

One of the main attractions, he said, was the location of plants producing aircraft nearby—Jonco at Shawnee, Tinker Field at Oklahoma City, and plants at Dallas and Wichita. The move will enable the company to get closer to its markets than it has been doing before, and to get all its operations under one roof. It is now operating in two locations, and part of its work is done under contracts by other firms.

Other advantages cited are: The kind of labor the firm needs is available in Oklahoma; it can make big savings in insurance; rent is less than a third what it is in New York; and transportation costs are reduced.

The firm began negotiations with Poteau several months ago, after receiving some literature. That city cooperated by helping locate a building, providing some financing at regular rates, and keeping the matter quiet so the company's Connecticut and New York offices wouldn't be disturbed.

New Garment Plant For Greenville, S. C.

A new company which will employ approximately 150 persons in the manufacture of ladies' dresses has selected Greenville for its first plant, it has been jointly announced by L. W. Bishop, Director of the Research, Planning and Development Board, and J. Kelly Sisk, President of the Greenville Chamber of Commerce.

They said the D. F. Rodgers Manufacturing Company began limited operations in late November in the building at 10 University Ridge formerly occupied by the Carolina Bakery.

The company makes a line of junior dresses at popular prices under the brand name "Carol Rodgers," and plans production of about 12,000 dresses per week. Sales outlets have already been established in the Southeastern states, but the company also plans national distribution, with showrooms at 1350 Broadway, New York City.

Mr. Bishop said tentative plans of the concern call for expanded activities in South Carolina as soon as practicable.

Walter Hahn, graduate industrial engineer of the Fashion Institute of Technology, is general manager of the plant. Mr. Hahn, who has established residence in Greenville, was formerly manager of several garment plants in New Jersey.

"Well, would it make a good premium, or wouldn't it?"

Mathieson Chemical Corp. Acquires Puritan Co., Inc.

Completion of negotiations by which all of the outstanding stock of Puritan Company, Inc. and its wholly owned subsidiary, Genesee Research Corporation, both of Rochester, N. Y., will be acquired by Mathieson Chemical Corporation has been announced jointly by Thomas S. Nichols, president of Mathieson, and Alexander Beach, president of Puritan.

The transaction will take place as an exchange of stock between the two companies on January 6.

Puritan Company, through its operating subsidiary, Genesee Research, is a leading manufacturer and contract packager of specialty chemicals for the automotive service field. Among its principal products are anti-freeze, hydraulic brake fluid, shock absorber oil, gasket seals, metal polishes, and special soaps. It is the second oldest soap manufacturing concern in the United States, having started in that field in 1823.

The company is also engaged in research and development on rare organic chemicals and is an important producer of these materials for industrial and research use.

The management of Puritan will continue as a part of the Mathieson organization, and present services and facilities available to Puritan customers will be continued and strengthened under the new ownership.

Mathieson Chemical Corporation with headquarters in Baltimore is one of the country's major producers of chemicals and drugs. Among its principal products are ethylene glycol and methanol, the basic ingredients of modern anti-freeze preparations. The Puritan acquisition will give Mathieson important new outlets for these and some of its other products in the automotive service field.

Foxboro Establishes New Branch in Amarillo, Tex.

The opening of a branch office in Amarillo, Texas, is announced by The Foxboro Company, of Foxboro, Mass., manufacturer of industrial instruments for the measurement and control of process variables. Located at 1117 La Paloma Street, the new branch was made necessary by expanded industrial activity in the region, particularly in the oil and gas, chemical and petrochemical industries.

Assigned to the office as Industrial Engineer is Mr. D. T. McElligott, a graduate of Texas Technological College with a degree in Electrical Engineering. Mr. McElligott, formerly with the Foxboro office in Dallas, will serve instrument users in parts of Oklahoma and New Mexico, in addition to the Amarillo area.

The new branch is the sixth to be established by Foxboro in Texas; others located at Houston, El Paso, Corpus Christi and Odessa, with repair and manufacturing facilities at Dallas.

Tyler Pipe & Foundry Plans Expansion

Upwards of a half million dollar mechanized expansion plan, designed to eliminate waste and produce a better product, is in the making at the Tyler Pipe and Foundry Co., largest producers of cast iron plumbing equipment west of the Mississippi.

The expansion, which will consist largely of the installation of automatic moulding machines, will double the capacity of the three Tyler area plants when the new and old methods are used together. Installation of the new machinery is now under way.

The expansion will center at the company's No. 3 plant at Swann. A $200,000 expansion plan is presently nearing completion at adjacent No. 2 plant for the production of water main fittings.

These are not the first expansions of the home-owned and home-managed Tyler company whose first plant was built here in 1926 when the company was formed. Today it is known as the No. 1 plant and houses an iron and brass foundry, and the company's offices and trucks.

The No. 2 plant was built at Swann in 1948 for the production of soil pipe and pressure fittings.

Also housed at plant No. 2 is the company's machine shop and pattern shop.

The No. 3 plant, located at Swann and adjacent to the No. 2 plant, is used for the production of pipe exclusively. It was erected in 1950.

M. J. Harvey, company president, said no changes in personnel is anticipated with the expansion but said that additional personnel may become necessary with an increase in demand. He said it will probably be next spring before the full benefits of the mechanization are felt. The expansion was necessary, the company's president said, to remain in competition because other producers in the field are taking similar measures with aims of increased production and fewer failures.

Robberson Steel Begins Expansion at Oklahoma City

A two-year expansion program has been launched at the Robberson Steel Company's Oklahoma City plant.

First step in this program is addition of nine 50-foot sections containing 70,000 feet of floor space. This added space will be used to increase output of the products the firm now makes, and to diversify its manufacturing still further. Departments manufacturing bar joists, culvert pipe, roof deck and paving baskets will be moved to the new structure.

Robberson's is designing and fabricating the steel used in the building, and is doing much of the actual construction itself. Corrugated iron siding is being used, and a specially fabricated crimped sheet iron roof deck with sky lights in it.

An extremely high one-story building, the new addition will cover a block, and will adjoin the last new addition to the shop. It will have a traveling crane in the top of each bay.

Robberson's, the largest complete steel fabricator in the southwest, has 385 employees. It manufactures a wide variety of steel products which are shipped all over the world. For example, the firm recently shipped airplane hangars to Honolulu; supplied five nine-ton steel pieces to build an airforce base in Alaska; and furnished materials for several sewage disposal plants in South America.

When the current construction is completed, modernization of the offices is planned for the next step in the two-year expansion program.

President and general manager of the firm is R. W. Robberson. P. B. Robberson is secretary-treasurer, James R. Robberson is a vice president, and William Klein is vice president and general shop superintendent.

Jones & Laughlin Opens New Atlanta Plant

A new galvanized ware plant was opened officially in Atlanta, Ga., on Friday, December 4, by Jones & Laughlin Steel Corporation, Pittsburgh.

The new plant, largest of its kind in the South, manufactures water pails, garbage cans, wash tubs and other galvanized steel containers.

Formal opening of the plant was observed with a luncheon in the Dinkler Plaza Hotel, followed by open house at the plant.

The single-story brick and steel building is located at 1280 Chattahoochee Avenue, N.W., in the new Atlanta industrial district.

The plant has 100,000 square feet of floor space, and is equipped with the latest in fabricating machinery, including blanking and forming presses, punch presses, shears, corrugating rolls, a double seamer, bail-making machines and a hot dip galvanizing department. Equipment is arranged for efficient straight line production.

Contractor for the building construction was Ben Massell.

Eugene L. Brintley, plant manager, says the building was designed with ample space for additional fabricating facilities. Offices are at the front of the building. A spur from the Nashville, Chattanooga and St. Louis Railroad services the plant.

Jones & Laughlin is not a newcomer to Atlanta. The corporation's district sales office was opened here in 1929. R. Roddey Garrison, of Garroux Road, N.W., has been district sales manager for 22 years. His offices are in the Healey Building.

In 1950 J&L started to produce galvanized ware in a multiple-story plant, purchased from the American Can Company, on Marietta Street. This plant was operated by a subsidiary known as the J&L Steel Barrel Company, which became the J&L Container Division last year.

The decision to build a more efficient one-story building is a part of a general expansion and modernization program throughout the corporation.

The company's Atlanta sales territory extends from the Carolinas and Florida through Georgia, Tennessee, Mississippi, Alabama, Louisiana, Arkansas and Texas. Galvanized products are shipped in carload and truckload lots of hardware distributors in those states.

Yazoo Chemical Firm Expansion Approved

A $3,000,000 expansion program for the Mississippi Chemical Corporation plant at Yazoo City has been approved by the firm's board of directors.

Officials say the project will bring the expenditure on the plant to an estimated 10 million dollars.

Charles Whittington of Greenwood has been re-elected president. Other officers include Charles McNeill, Jackson, first vice-president; Leroy Percey, Greenville, second vice-president and Owen Cooper, Yazoo City, executive vice-president.

American Cyanamid Doubling Planned Capacity of New Plant

American Cyanamid Company has announced that it is proceeding with engineering plans to double the presently planned production capacity of anhydrous ammonia at its Fortier Plant, near New Orleans, to more than 300 tons per day. The expanded capacity is designed to meet the sharply increasing demands of agriculture for this form of nitrogen fertilizer. Anhydrous ammonia is one of the least expensive sources of nitrogen for agricultural use.

The Fortier Plant, a $50 million facility for the production of nitrogen chemicals from natural gas, is now under construction. This is a particularly favorable location, the company said, for supplying anhydrous ammonia to the important crop producers who use it. Such crops as sugar, rice, cotton and corn are grown in large quantities in the rich agricultural areas in or near the delta area of the Mississippi. For example, Louisiana is the leading state in production of sugar cane; Texas, Louisiana and Arkansas are all major producers of rice; Alabama, Arkansas, Texas and Mississippi are among the important cotton growing states and several Southern states in this area are becoming increasingly important as corn producers. The expanded capacity for this chemical will make large quantities available for these important agricultural purposes.

Anhydrous ammonia will also be used by the plant as an intermediate in the production of other chemicals to be made there. The Fortier Plant will manufacture ammonia, acetylene, hydrocyanic acid and derivatives of these, such as acrylonitrile and ammonium sulfate.

WHO'S WHERE

Arvo Aho, formerly Merchandising Manager of the Dayton Rubber Company, has been named Sales Promotion Manager, **Building Products Division, Reynolds Metals Company, Louisville, Kentucky.**

Prior to his association with Dayton Rubber, Mr. Aho was account executive with the Allman Advertising Agency in Detroit. With a total of 12 years experience in sales, advertising and sales promotion activities, he has worked in advertising and sales promotion capacities with the B. F. Goodrich Company, and in large retail operations.

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Edward Valves, Inc., has announced the appointment of **Rex E. Galloup** as district manager for the Texas and Gulf

Rex E. Galloup

Coast area. A subsidiary of **Rockwell Manufacturing Company, Pittsburgh, Pa.,** Edward manufactures cast and forged steel valves for the power and petroleum industries.

Mr. Galloup was formerly sales manager for the Oil Center Tool Company, Houston, Texas. He is a graduate of West Texas State College with a degree in Business Administration. His chief responsibility as district manager will be to direct sales of Edward's new Mudwonder Valve, designed particularly for mudline applications. Mr. Galloup's headquarters will be at 1601 Morst St., Houston.

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The Atlantic Coast Line Railroad Company has announced the following appointments effective last month: **F. B. Massingale, Jr.,** Commercial Agent, Columbia, S. C.; **B. E. Anderson,** Freight Service Agent, Columbia, S. C.

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The Trane Company, La Crosse, Wis., manufacturers of air conditioning, heating and ventilating equipment, announces the new location of the **Oklahoma City, Okla. sales office at 819 North Virginia Street.**

E. M. Jameson is sales engineer in charge of the office.

National Container Acquires Allied Paper Bag Corp.

In a major expansion of its bag-making operations, National Container Corporation has announced the acquisition of the physical assets of Allied Paper Bag Corporation, of Kansas City, Mo.

Allied's fully-equipped modern plant manufacturing multi-wall bags gives National Container "a strategically located plant which will be enlarged to serve the great Southwest markets," according to Samuel Kipnis, National's president.

Two buildings now comprising the plant are located on a four-acre site served by the Kansas City Southern Railroad. National Container is assuming Allied's lease which has 14 years to go and also is acquiring an option to buy the land, owned by a subsidiary of the K.C.S. Railroad.

A third building, connecting the two present buildings, will be constructed for National, increasing the total floor space at the enlarged plant to more than 70,000 square feet.

In addition to the new unit in Kansas City, National Container's bag division operates another multi-wall bag plant and a paper mill. The corporation also operates nineteen plants corrugated kraft paper shipping boxes, and has five pulp, board and paper mills, with a new 500-ton-per-day mill now in the final stage of construction at Valdosta, Ga.

Southern Cement Company Constructing Addition

Southern Cement Company of Birmingham, Alabama, is constructing a modern portland cement plant at Roberta, Alabama. The new plant will have a capacity of 1,000,000 barrels of portland cement a year. It will be ready for production in mid 1954.

Also located at Roberta is Southern Cement Company's lime plant, completed in 1950. A second rotary kiln was installed in 1952, and the present capacity of the plant is approximately 400 tons of chemical grade lime per day. Hydrating facilities are capable of producing 150 tons of hydrated lime per day. Marketed now in the southeast is a high quality finishing lime for white coat plaster developed by Southern Cement's research department.

These announcements were made by W. J. Cabaniss, vice president and treasurer.

New Box Plant For Albany, Ga.

A $1,000,000 corrugated box plant is to be built in Albany right away by Maxwell Brothers, Inc., of Chicago. It will contain more than 120,000 square feet.

The new industry will have a payroll of more than $200,000 a year, and will employ upwards of 75 to 100 persons, 40% of whom will be women.

The announcement of the plant came from Mr. A. K. Maxwell, Jr., president of the company, and Mr. Harry W. Maxwell, chairman of the board, both of Chicago. Chamber President Wallace Crouch made the local announcement.

The Albany Plant Manager has been named by the Maxwells; he is Robert C. (Bob) Lemon, of Chicago, who will make his home in Albany during the plant construction period.

Maxwell's Albany plant is to be located on 22 acres directly west of the overhead bridge where the Old Leesburg Road crosses the Central of Georgia Railway. It will be a one story structure, 250 by 650 feet.

Rail service to the new plant will be furnished by a Central of Georgia siding. Trucking facilities are a special feature of the plant plans.

The Chamber's Industrial Committee, Fred Mills, chairman, worked with officials of Maxwell Brothers for many months prior to selection of Albany by the company.

National Supply to Build Plant at Gainesville, Tex.

Construction work on the new plant of The National Supply Co. at Gainesville, Texas, is expected to start this month. Operations on a limited basis are planned to start about September 1, 1954, and completion of the plant is scheduled for the end of 1954.

Brown and Root, Inc., engineers and constructors, of Houston, Texas, have been awarded the general contract for the construction of the plant. The cost of the plant and equipment, including the site, is estimated at $3,500,000.

Brown and Root, Inc., have set up a field office at Gainesville. The schedule calls for all foundations to be completed by the end of January, and for steel work to be completed by the middle of May.

The plant, to be located slightly north of the Gainesville city limits, is intended as a dual purpose one, that can swing quickly from civilian goods to defense material as needed. National Supply is the world's largest manufacturer of oil field machinery and equipment.

The 96-acre Gainesville site is the second largest of any National Supply plant, and affords room for considerable expansion.

Dickey Clay To Dedicate New Plant at Meridian, Miss.

W. S. Dickey Clay Manufacturing Co., announces the dedication of its Meridian plant at Meridian, Mississippi, on Friday, the eighteenth of December, Nineteen Hundred and Fifty-Three. Dedication ceremony and guided tour through the plant, two-thirty to four o'clock p.m.

Rubarite, Inc., Opens Plant in Arkansas

Official opening of a new-type manufacturing plant was held recently at Malvern, Ark., with a number of federal, state and local government dignitaries participating in the formal dedication of Rubarite, Inc.

The new plant, believed to be the only one of its kind, will produce a synthetic rubber powder which is used in rubberized asphalt for road paving and other allied purposes.

Rubarite, Inc., located six miles from Malvern, is owned jointly by The Goodyear Tire & Rubber Company, The National Lead Company and Bird & Son, Inc.

Arkansas Senators McClellan and Fulbright and Governor Cherry were expected to be present at the opening.

Nearly 100 persons were on hand to tour the new plant and watch a 30-ton dynamite blast touched off in Magnet Cove to obtain barytes needed in the manufacturing process.

During the past few years, Rubarite, the name given to the special compound, has been used successfully on a number of heavily traveled test roads.

Engineers have concluded from these tests that Rubarite asphalt withstands changing weather conditions more ruggedly than conventional paving materials.

Tests further indicate the new paving material will wear longer under the constant pounding of today's traffic.

Rubarite President H. B. Pullar, also here for the opening, pointed out that "Roads paved with rubberized asphalt can carry expected increases in wheel loads and stepped up volumes of high speed traffic at lower costs to the taxpayer."

Special equipment is not needed to handle Rubarite, Pullar said, adding that Rubarite can be rolled immediately after laying.

Technically, Pullar described Rubarite as a free-flowing, unvulcanized synthetic rubber product. "Although the use of rubber in roads is not new, most of the early experiments were done with vulcanized rubber," Pullar stated.

Rubarite is made by co-precipitation of synthetic rubber latex and extremely small particles of barytes.

Puller said he "is pleased with the performance" of the Rubarite paving of Pike Avenue in North Little Rock. The installation was made over two years ago and "thus far is showing a marked superiority," Pullar explained.

Other Rubarite installations which are proving satisfactory are located in Wisconsin, Kansas City, Mo., and Chicago, Ill.

A dinner for all guests was held at the Arlington hotel in Hot Springs. Principal speaker was C. Hamilton Moses, well-known Arkansas lawyer and Arkansas Power & Light Co. executive.

BUSINESS NOTES

Two men have been appointed to public relations work for **The Youngstown Sheet and Tube Company.**

John D. Carter, formerly of Poughkeepsie, N. Y., and Australia, has joined the company and will be located in general offices at Youngstown. He will work under the direction of Myron S. Curtis, assistant to the president.

Paul C. Humbert, for 14 years a personnel man in Industrial Relations at the Indiana Harbor plant, will handle public relations in the Chicago district. He will work under the direction of Curtis and of B. M. Stubblefield, manager of Chicago district operations.

Frank A. Roberts is manager of Organization Planning, a new unit in the Industrial Relations department of **The Youngstown Sheet and Tube Company.**

With headquarters in the company's general offices in Youngstown, Roberts is studying various departments to develop resources of managerial talent for the future.

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The appointment of **Michael R. Yatsko** as superintendent of industrial relations at **Republic Steel Corporation's Warehouse Division** in Youngstown was announced last month by Walter M. Bachtell, division manager.

Mr. Yatsko succeeds **Gordon J. Mitchell,** who recently was named superintendent of industrial relations at Republic's Truscon Steel Division in Youngstown. In his new capacity, Mr. Yatsko will be responsible for all industrial relations matters in the division's Youngstown headquarters and 26 warehouses throughout the country.

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Vertical turbine pumps for the safe and efficient handling of all petroleum products and other volatile fluids are described in a new bulletin published by **Layne & Bowers, Inc., Memphis, Tennessee.**

Capacities of these pumps range from 40 gallons per minute to 4,000 gallons per minute, and more for special service requirements.

They are manufactured in two types. The Layne Standard Pump has suction below grade and discharge above grade for pumping volatile fluids from underground storage tanks. The Layne Line-Flo Pump, with both suction and discharge above grade, is for direct fuel transfer using minimum installation space.

Among their features are bearings made of either laminated plastic or high lead content bronze, fully enclosed impellers of phosphor gear bronze, and flared suction nozzle to reduce entrance velocity and eliminate swirls and eddies. Design of these Layne pumps positively prevents vapor lock, a common trouble in pumping highly volatile fluids.

Various special fittings and materials are available to make them adaptable to any kind of service. Complete details may be had by writing Layne & Bowler, Inc., P. O. Box 6697, Memphis 8, Tennessee.

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Appointment of a new distributor for Reynolds Aluminum mill products has been announced by **Reynolds Metals Company,** from its sales headquarters in Louisville, Kentucky. The new distributor is **Kasle Steel Corporation, 8550 Brookpark Road, Cleveland 29, Ohio.**

Kasle Steel Corp. is completely equipped to supply all classes of aluminum mill products, such as flat and coil sheet, wire, rod, bar, tubing, and extruded structural shapes.

The addition of the new distributor will provide better service and increase the availability of aluminum for users in the Cleveland area.

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E. F. Fisher, President of **Gar Wood Industries, Inc.,** announces that **United Metal Craft Co.,** a Gar Wood subsidiary, has acquired the facilities of **Uniflex Cable Company,** manufacturers of welding cables and other secondary welding connectors. Effective November 15, 1953.

FINANCIAL NOTES

Directors of **American Enka Corporation** on December 1 declared a year-end extra dividend of 40 cents per share in addition to a regular quarterly dividend of 40 cents per share on the common stock. Both dividends are payable December 22 to stockholders of record December 10.

This action brings total dividend payments for the year to $2 per share, the same as last year.

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Directors of **Consolidated Freightways, Inc., Portland, Oregon,** have declared a regular quarterly dividend of 30 cents per share on the company's common stock and $1.50 per share on first preferred and employees preference stock. The dividend is payable December 15 to holders of record December 1, 1953.

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The board of directors of the **Texas National Bank of Houston** has declared its regular quarterly dividend of 50 cents a share, payable January 1, 1954, to stockholders of record Dec. 23, 1953, and also an extra dividend of 50 cents a share, payable Dec. 21 to stockholders of record Dec. 11, President Harris McAshan has announced.

The Texas National Bank is a merger of the South Texas National Bank and Union National Bank, which was effected June 1, 1953. The bank and Continental Oil Company jointly are constructing a 21-story bank and office building at Main street and Polk avenue, and a 12-level parking garage at Travis street and Clay avenue, to be connected by a tunnel to the main bank building. The bank expects to occupy its new quarters during the second quarter of 1955.

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American Cyanamid Company announced, on October 21, the operating results for the first nine months of 1953.

Net sales of the company and its wholly-owned subsidiaries were approximately $287,302,000 as compared with $271,734,000 for the first nine months of 1952.

Consolidated earnings before tax approximated $43,428,000 for the nine months of 1953 as against $33,932,000 for the corresponding period last year.

The provision for Federal and foreign taxes on income was $22,200,000 and in the preceding year the amount for the corresponding period was $14,600,000.

Consolidated net earnings were $21,228,000 against $19,332,000 for the 1952 period.

Common stock outstanding increased to 8,640,352 shares at September 30, 1953 from 8,537,979 shares at December 31, 1952 as the result of conversions of preferred stock during that period.

Consolidated net earnings for the first nine months of 1953 amounted to $2.44 per share based on common stock outstanding September 30, 1953 compared with $2.23 per share for the first nine months of 1952 based on shares outstanding at the end of 1952.

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The Directors of the **Mead Corporation** have declared a regular quarterly dividend of 45 cents per share on the common shares. In addition, the directors voted a stock dividend of 1/40 of a common share for each such share held. Shares issued as a stock dividend will participate in the quarterly dividend of 45 cents. Both dividends are payable December 1st to holders of record November 2nd. Cash will be paid in lieu of fractional shares based on the value of the closing price Wednesday, October 28, 1953.

The regular quarterly dividend of $1.0625 per share was declared on the 4¼ per cent preferred shares, payable December 1st to holders of record November 2nd. The transfer books will not be closed.

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Net sales of **Air Reduction Company, Inc.,** for the nine months ended September 30 totaled $99,885,729. This compares with $92,372,617 for the similar period last year. Sales for the third quarter amounted to $32,682,364 compared to $29,291,677 for the quarter ended September 30, 1952.

After provision for federal and foreign taxes on income totaling $6,228,042, net income for the nine months ended September 30, 1953 was $5,271,494. This compares with net income of $5,561,887 for the first nine months of 1952. Net income for the third quarter was $1,707,346 compared with $1,673,986 for the same period last year.

After provision for the preferred stock dividend, earnings on the common stock were $1.61 per share for the nine-month period. This compares with earnings of $1.72 per share on the common stock in the first nine months of 1952. Earnings for the third quarter of 1953 were 52 cents compared with 51 cents per share on the common stock in the third quarter of 1952.

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Earnings of **Scovill Manufacturing Company** for the first nine months of 1953 were $2.35 a common share after estimating income and excess profits taxes. This compares with $1.37 per common share earned during the same period in 1952.

Net sales for the first nine months of 1953 were $98,408,530 as compared with $72,351,025 in the same period in 1952.

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Net profit of **United States Rubber Co.** increased more than 13 per cent in the first nine months of 1953, while sales advanced 1.3 per cent, according to a report to stockholders released for publication on October 30 by H. E. Humphreys, Jr., chairman of the board.

Net sales for the nine-month period edged ahead to a new record of $657,393,028, compared with $648,744,964 last year.

Net profit was $21,488,326, after all charges, compared with $18,912,141 for the same 1952 period. This is equivalent to $3.32 a share of common stock, compared with $2.83 in 1952, after providing for preferred dividend. Nine-month profit was 3.3 per cent of sales this year; 2.9 per cent last year.

Sales in the third quarter were $203,522,863, compared with $205,253,648 last year. Profit for the quarter was $7,047,979, equal to $1.09 a share, compared with $5,955,680, or 88 cents a share, in 1952.

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The Pennsylvania Salt Manufacturing Co. reports consolidated net earnings of $2,488,694.69 for the first nine months of 1953, as compared with net earnings of $2,337,091.23 for the same period in 1952.

Pennsalt's consolidated sales for the first nine months of 1953 were $45,340,292, the highest for any comparable period in the company's history. Sales for the same period in 1952 were $43,669,842.82.

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Hercules Powder Company reported for the nine months ended September 30, 1953 net income equal, after preferred dividends, to $3.48 a share on 2,677,937 shares of common stock outstanding.

Net income for the first nine months of 1952 was equal, after preferred dividends, to $3.07 a share on 2,672,038 shares of common stock outstanding.

For the third quarter of 1953 net income was equal, after payment of preferred dividends, to $1.04 a share on common stock. This compares with net income in the third quarter of 1952 equal to 95 cents a share on the common stock.

Net sales and operating revenues for the nine months' period were $146,810,494.

Republic Announces New Pricing Procedure

A new procedure for the pricing of its steel mill products will be introduced December 15 by Republic Steel Corporation. The procedure will apply at this time to pricing hot rolled carbon bars only, but it is intended that it will be extended to Republic's other steel mill products in due course.

In substance, Republic, in the pricing of hot rolled bars, will establish a policy of selling and delivering such products to any common carrier destination at a published delivered base price. In other words, Republic will include in its delivered base prices all transportation costs.

Hot rolled carbon bars are produced by Republic at five principal points: South Chicago, Cleveland, Buffalo, Youngstown, and Gadsden, Alabama.

Republic has established a new mill price for hot rolled carbon bars at each of these points as follows:

Chicago	$4.22 per 100 pounds
Cleveland	4.21 per 100 pounds
Youngstown	4.20 per 100 pounds
Buffalo	4.18 per 100 pounds
Gadsden, Ala.	4.18 per 100 pounds

Republic will deliver to any common carrier destination at these prices within the county or counties covered by the switching area immediately adjacent to each mill provided Republic can choose the transportation method. If a customer wishes to take delivery at the mill in his own transportation equipment, he may do so at the above mill prices.

C.&P. Directors Vote Funds for Expansion

Expenditures of $656,800 for the improvement and expansion of telephone facilities in Maryland have been authorized by the board of directors of the Chesapeake and Potomac Telephone Company of Baltimore City.

Approval was given for the installation of dial service in Hancock to meet demand and to improve service. This project, which is scheduled for completion in the Fall of 1954, will require an expenditure of $105,000.

An allocation of $58,200 was made for equipment in the Severna Park building to provide additional long distance circuits over the existing cables between Baltimore and Severna Park.

An expenditure of $146,500 was approved for the Pikesville area to add additional cable to meet the continuing demand for service resulting from numerous new housing developments.

To provide for growth in the Annapolis area, approval was given for an expenditure of $45,600 for aerial cable and poles to extend the company's outside cable and wire facilities.

An additional appropriation of $125,700 was authorized for changing telephone sets in the Dundalk area as part of a $2½ million project to convert to dial operation.

For additional switchboards in the Denton, Armiger, Cockeysville and Woodlawn telephone offices an allocation of $56,700 was made.

For dial switching equipment to provide for the connection of new subscribers to be served by the Greenbelt dial center, $21,700 was approved and in Stevensville, $7,500 was allocated for the same purpose.

Expenditures amounting to $37,800 were authorized for additional aerial cable and outside wires to meet the demand for additional service, in Hyattsville, Arbutus and Princess Anne.

All of these projects are part of the company's $30,000,000 expansion and improvement program for 1954.

Pangborn Plans Events For Golden Anniversary

The year 1954 will mark the celebration of the Golden Anniversary of Pangborn Corporation, Hagerstown, Md., manufacturer of blast cleaning and dust control equipment.

Thomas W. Pangborn, President, sold his first sand blast machine in New York City in 1904. John C. Pangborn joined his brother in the following year. Growth was rapid and a plant was established in Jersey City in 1909. These facilities were outgrown in 1912, at which time the business moved to Hagerstown.

Pangborn's facilities in Hagerstown include foundry, plate, sheet metal and machine shops, assembly plants, paint and woodworking shops. A beautiful public park, a gift of the Pangborn brothers to the city, is located adjacent to the plant.

A series of events are being planned to celebrate the Golden Anniversary Year culminating on Sept. 1, 1954, the official birthday of the firm.

New Plants

(*Continued from page* 14)

SOUTH CAROLINA

ANDERSON — Starr Industrial Buildings, Inc., J. R. Mouchet, president, let contract to Daniel Construction Co., 429 N. Main St., Greenville, for $1,000,000 textile plant.

BEACH ISLAND—South Carolina Electric & Gas Co. received bid of $64,059 from Ruscon Construction Co., Charleston, for five houses. Lyles, Bissett, Carlisle & Wolff, Columbia, Archts.

BETHUNE—Kendall Mills, Boston, Mass., let conttract to Daniel Construction Co., 429 N. Main, Greenville, for finishing plant.

CHARLESTON — Esso Standard Oil Co., Columbia, let contract at $137,467 to General Construction Co., Columbia, for warehouse and office.

CHERAW—Seaboard Air Line Railroad let contract to Fiske-Carter Construction Co., Spartanburg, for freight station.

GRACE — Springs Cotton Mills plans $2,000,000 addition to finishing plant.

GREENVILLE — Binswanger & Co., Box 1539, Richmond, received bids for office and warehouse. McPherson Co., Archt.-Engr.

GREENVILLE — H. H. Claussen's Sons, Augusta, Ga., let contract to Triangle Construction Co., Morgan Bldg., for $140,410 addition to bakery. Robert H. Longstreet & Assocs., Archts.

GREENVILLE — Textile Hall Corporation received bid of $54,595 from Conway-Calmes Construction & Engineering Co. for annex to Textile Hall. Forrester, Race & Epting, Archt.

N. CHARLESTON—Bird & Son, Inc., Walpole, Mass., let contract to Cecil's, Inc., 290 W. Henry St., Spartanburg, for new manufacturing plant for Stark area.

WELLFORD—Jackson Mills No. 2 let contract to Fiske-Carter Construction Co., 200 Dunbar, Spartanburg, for building alterations.

TENNESSEE

CHATTANOOGA—Ayers Motor Co. let contract to L. A. Warlick Contracting Co. for new building at northeast cor. 21st & Broad Sts. Bianculli & Palm, Archts.

HOHENWALD—L & M Construction Co. has contract for industrial building. Joseph W. Hart, Archt.

MEMPHIS—Memphis Steam Laundry received bid from Oliver Warren for laundry building. Faires & Sanford, Archt.

MEMPHIS — Pope Steiner & Co. let contract to Barnett & Madwell for addition to Dobbs House, 3135 Poplar Ave. Wiseman & Bland, Archt.

WAUHATCHIE—Nashville, Chattanooga & St. Louis Railway plans new freight yard, at $2,500,000.

(*Continued on page* 60)

New Plants

(Continued from page 59)

TEXAS

TEXAS—Magnolia Pipe Line Co. plans 56-mile-long 8-inch crude oil pipeline, extending from Gaines county into Lea county.

ALICE—National Supply Co. let contract to Walter Kidde Constructors, Inc., 1205 Holman, Houston, for warehouse and office building.

AMARILLO—Vinson Supply Co., 1319 N.E. 3rd St., plans warehouse, 700 N. Fairfield. Ward & Chisolm, 721 W. 7th St., Archts.

BEAUMONT—Settegast Yard of Missouri-Pacific Lines, Sour Lake & Western Railroad Co., let contract to Schneider Construction Co., 3004 W. Dallas, for $23,391 freight building.

BEAUMONT—Magnolia Petroleum Co. let contract to Foster Brothers, P. O. Box 68, Port Arthur, for technical building.

BRYAN—City of Bryan, c/o Noah W. Dansby, City Secretary, received bid of $59,695 from United Cooling Tower Co., Union National Bank Bldg., for cooling tower and generating plant addition.

BRYAN—Corbusier Chevrolet Co., W. H. Corbusier, 20th & Main Sts., let contract at $93,900 to Cheatham Brothers, 1512 Gavett, for display and shops building, College & 30th Sts. Goodwin & Cavitt, 4801 Lemmon Ave., Dallas, Archts.

BRYAN—Halsell Motor Co., 403 N. Main St., received bid of $35,815 from Colfield Lumber Co., Rockdale, for automobile agency building, Highway 6 S. Caudill, Rowlett, Scott & Associates, 425 S. Main St., Archts.

CONROE—The Conroe Telephone Co. let contract to D. L. Bankston, P. O. Box 1204, for exchange building, S.E. intersection of West Phillips St. Stone & Pitts, 1872 Calder Ave., Beaumont, Archts.-Engrs.

CORPUS CHRISTI—Coastal Printing Co., Antelope St., let contract to E. B. Jackson, Inc., Magnolia Terminal Bldg., for building addition.

DALHART—Dalhart Gas Co. plans $18,000 office building.

DALLAS — Continental Oil Co., Burl D. Reed, 3000 W. 6th St., Fort Worth, let contract to Winston A. Colwell, 6025 Berkshire, at approx. $23,000 for service station, Buckner Blvd. & Soyens Road.

DALLAS—Engineering Supply Co., 2656 Main St., let contract to W. Earl King, 1437 Caddo, for $60,000 additions and alterations to warehouse, 6000 Denton Drive. Smith & Mills, Mercantile Bank Bldg., Archts.

DALLAS — General Foods Corporation let contract to Williams & Wagner, 1330 N. Industrial Blvd., for $63,000 office building, 3400 Cedar Springs.

DALLAS—General Motor Corporation, c/o Argonaut Realty Division, Detroit, Mich., received bids for retail agency training center, cost $300,000. Garland Road, at McCree & Shiloah Road. Wyatt C. Hedrick, 1200 T & O Passenger Bldg., Fort Worth, Archt.-Engr.

DALLAS — Maher Brothers, Inc., received bid of $213,900 from Charles V. Sumner, 3408 Rankin, for auto building, Ewing Ave. & 8th St. Adams & Adams, 518 W. Davis, Archts.

DALLAS—National Ventilated Awning Co., Frank D. Mason, president, let contract to Campbell Brothers, 5518 Dyer, for $46,687 office building, 601 Hall St. Hefley & Hall, 5526 Dyer St., Archt.

EAGLE LAKE—Humble Oil & Refining Co., Chief Engr., Sales Dept., Box 2180, Galveston, let contract to R. H. Reese for service station modernization. Main St. & Highway 3.

EL PASO—General Motor Corporation, c/o Argonaut Realty Division, Detroit, Mich., plans $250,000 training center. Wyatt C. Hedrick, 1200 T & P Passenger Bldg., Fort Worth, Archt.-Engr.

FORT WORTH — Bowen Properties, 1400 Henderson, let contract at $63,957 to John Potter, 1401 W. Lancaster, for warehouse. W. R. Lane, 555 S. Lake, Fort Worth, Archt.

FORT WORTH—R. P. Lightfoot, Inc., received bid of $44,500 from Chism Construction Co., 5200 Camp Bowie Blvd., for office and warehouse, Decatur & N.W. 23rd Sts. Preston M. Green, 1608 Fort Worth National Bank Bldg., Archt.

GAINESVILLE — National Supply Co., Pittsburgh, Pa., let contract to Brown & Root, Inc., Houston, for manufacturing plant, est. cost $3,500,000.

GALVESTON—Humble Oil & Refining Co., Chief Engr., Sales Dept., P. O. Box 2180, let contract to Major Construction Co., 721 West Drew, Houston, for remodeling service station, 39th & Ave. S.

GARLAND—DeSoto Paint & Varnish Co., Memphis, Tenn., let contract to F. P. Thayer, Memphis, for one-story manufacturing plant.

GEORGETOWN—The Southwestern States Telephone Co. let contract at $50,000 to Godwin Brothers for telephone building, 10th & Church Sts. Jack F. Doyle, P. O. Box 12, Brownwood, Archt.

GOLDSMITH—Gulf Oil Corporation, P. O. Box 362, let contract to W. H. Bowden Construction Co., Inc., P. O. Box 2308, Odessa, for pump stations at Hendrick, Winkler County and Goldsmith Station.

GRAND PRAIRIE — Chance Vought Aircraft Division of United Aircraft Corporation, 9314 W. Jefferson, Dallas, let contract at $262,126 to Peterson Construction Co., P. O. Box 474, Dallas, for wind tunnel. Sverdrup & Parcel, Inc., St. Louis, Mo., Archts.

GRAND PRAIRIE — Chance Vought Aircraft Division of United Aircraft Corporation, 9314 W. Jefferson, Dallas, received bid of $1 244,000 from O'Rourke Construction Co., 1001 W. Commerce, Dallas, for paint hangar building 101, and stripping building 105. Smith & Warder, P. O. Box 1088, Archts.

GRAND PRAIRIE — Chance Vought Aircraft Division of United Aircraft Corporation, 9314 W. Jefferson St., Dallas, let contract at $23,480 to James Stewart Co., Employers Insurance Bldg., Dallas, for extensions of utility tunnel.

HOUSTON—Acme Brick Co. received bid of $89,200 from Marshall Construction Co., 4009 Center St., for office building, Clay Ave. & St. Emanuel. Cato, Austin & Evans, 2103 Crawford St., Archts.

HOUSTON—Askman Distribution Service, Inc., 1917 Ruiz St., received bids for $250,000 office and warehouse building, St. Emanuel St. Wyatt C. Hedrick, 5201 Fannin St., Archt.-Engr.

HOUSTON — Bethlehem Steel Co., 7100 Clinton Drive, received bids for sales office building additions and rehabilitation, est. cost $100,000. Wyatt C. Hedrick, 5201 Fannin St., Archt.-Engr.

HOUSTON—W. P. Cunningham Co., Warren Cunningham, 1710 Esperson Bldg., let contract at $55,595 to Brown Construction Co., 5105 Avenue L, for office-warehouse building. Frank C. Dill, 2506 Richton St., Archt.

HOUSTON—Gould National Batteries, Inc., H. J. McKay, Vice-pres., 1201 East National Bank Bldg., St. Paul, Minn., let contract to Gulf Steel Co., 821 Chelsea Blvd., for battery plant. Murphy & Kirbyville Sts.

HOUSTON—Houston Post, 2318 Polk St., let contract at approx. $1,000,000 to E. Lee Bond Construction Co., Inc., 3131 University, for printing plant. Herbert Voelcker & Associates, 1202 Dennis, Archts.

HOUSTON—Humble Oil & Refining Co., c/o Chief Engineer, Sales Dept., P. O. Box 2180, Galveston, let contract to E. C. Cronin Construction Co., 1514 Park, for service station, Southmore Ave. & Tartar St.

HOUSTON — Humble Oil & Refining Co., Chief Engr., Sales Dept., P. O. Box 2180, let contract to E. C. Cronin Construction Co., 1514 Park, for additions and remodeling service station at Franklin & Crawford Sts.

HOUSTON — Moncrief-Lenoir Manufacturing Co. 2019 Lyons Ave., let contract to Marshall Construction Co., P. O. Box 4578, for warehouse.

HOUSTON—Schepps Wholesale Co. let contract to Candoo Construction Co., 7311 Almeda, for $400,000 warehouse, 3200 Produce Row.

HOUSTON — Sunland Furniture Co. plan remodeling building, 2301 Main St. A. A. Lefeste, Jr., 4808 S. Main St., Archt.

HOUSTON—Thermal Supply Co., 2002 McKinney, let contract to Construction Engineering Co., Box 13262, for new building, N.E. cor. Dallas Ave. & LaBranch St.

HOUSTON— Wilson-Brazoria Corporation, Eugene Wilson, president, let contract to W. S. Bellows Construction Co., Box 2132, at approx. $1,000,000 for IBM office building. Main & McGowan Sts. David C. Baer & Chas. S. Chase, 1200 Bissonnet, Archts.

IRVING — Petro-Carbon Chemicals, Inc., Zambry P. Gidden, president, Palmer Stendel Oil Corp., Santa Barbara, Calif., let contract to Tears Engineers, 4617 Cole Ave., Dallas, for $1,000,000 one-story laboratory and office building.

LAREDO—Central Power & Light Co. let contract to A. E. Hinman, P. O. Box 1672, Corpus Christi, for addition to power plant.

LUBBOCK—Dunlap Co., R. Martin, president, 901 Broadway, plans parking building, Broadway & Avenue M. Butler-Brasher Co., 412 Avenue M, Archts.

McALLEN—Safety Glass Co. plans addition and alterations to building. Zeb Rike, Nelson Bldg., Archt.

MIDLAND—Union Oil Co. let contract to Coffield Construction Co., Rockdale, for $575,000 office building. John Linn Scott, 406 W. 17th St., Austin, Archts.

OGLESBY — Southwestern Bell Telephone Co., Dallas, let contract to Schroeder Bros., Tyler, for community dial building.

PASADENA—S.E.B. Corporation let contract to Albert Meverson Co., Box 14005, Houston, for $88,482 professional building, Tartar St. Brooks & Brooks, 1901 Whitney, Houston, Archts.

PRESIDIO— Southwestern Bell Telephone Co., K. A. Ganssle, Chief Engr., 309 S. Akard St., Dallas, let contract to Curtis Carpenter, Colorado City, for dial building.

ROBSTOWN — General Telephone Co. of the Southwest let contract to O. J. Beck & Sons, 340 Westchester, Corpus Christi, for division office remodeling. Atchenson & Atkinson, Sanford Bldg., Lubbock, Archts.

SAN ANGELO — General Telephone Co. of Southwest, Dallas, let contract to Evans & Taylor, P. O. Box 1222, San Angelo, for office building. Donald R. Goss, 707 McBurnett Bldg., Archt.

SAN ANGELO—Sunset Motor Lines plans shop building. Donald R. Goss, McBurnett Bldg., Archt.

SAN ANTONIO—Beretta, Greenslade, Clark & Collins, Inc., 902 Travis Bldg., have plans for office building, cor. North St. Mary's and Evergreen Court. Phelps, Dewees & Simmons, 1501-6 Majestic Bldg., Archts.

SAN ANTONIO—Central Freight Lines, Inc., received bids for terminal on Artesis Road. W. E. Lessington, 310 S. 13th St., Waco, Archt.

SAN ANTONIO—Jacob E. Decker & Sons, Inc., 114 Blue Star St., received bids for processing and cold storage plant, Roosevelt Ave. & Riverside Drive.

SAN ANTONIO—Kraft Cheese Co. let contract to Elliott Construction Co., 107 Sabyan, for warehouse, E. Commerce St.

SAN ANTONIO — San Antonio Light Publishing Co., Broadway & Fifth Sts., plans winter and summer air-conditioning system for entire building.

SAN ANTONIO—United Gas Line Co. let contract to River Construction Co., 6100 Camp Bowie Blvd., for natural gas line at South City limits.

SAN BENITO — Southwestern Telephone Co., Dallas, K. A. Ganssle, Chief Engineer, received bids for building addition.

CORRECTION

In the advertisement for PANHANDLE STEEL BUILDINGS, INC., which appeared on page 122 of the November issue of MANUFACTURERS RECORD, one of the materials handled by this company is inadvertantly referred to as "Straw Steel." This material should be "Stran Steel." We regret the error.

SWEENEY — Phillips Petroleum Co. let contract to O'Rourke Construction Co., 4011 Koehler, Houston, for $98,000 warehouse.

VERNON—Vernon Coca-Cola Bottling Co. let contract to Ramey Construction Co., P.O. Box 6, Amarillo, for plant. Rheinheimer & Cox, 411 Texarkana National Bank Bldg., Texarkana, Archts.

WICHITA FALLS — United Electric Co., Sydney A. Gaines, 1100 Scott St., plans enlarging magicaire plant.

WORTHAM—Southwestern Bell Telephone Co., K. A. Ganssle, Chief Engr., Akard & Jackson Sts., Dallas, plans community dial building.

TEXAS CITY—Monsanto Chemical Co. let contract to Farnsworth & Chambers Co., Inc., P. O. Box 74, Houston, for polyethylene plant.

VIRGINIA

CHARLOTTESVILLE — Albemarle Dairy Association let contract to W. W. Crawford & C. O. Hall, at $22,372, for warehouse. Stainback & Scribner, Archts.

COVINGTON — Industrial Rayon Corporation, Hayden B. Kline, president, Cleveland, O., plan $5,000,000 plant to manufacture rayon yarn and knitted fabric.

FAIRFAX — General Motors Corporation, Argonaut Realty Division, let contract to Merando, Inc., Washington, D. C., for training center building. Smith, Hinchman & Grylls, Inc., Detroit, Mich., Associate Archts.-Engrs.

MARTINSVILLE—Stanley Bowles has work underway for small addition to factory for Fibre Board Container Corporation.

NORFOLK—Chesapeake & Potomac Telephone Co. of Va., 703 E. Grace St., Richmond, received bids for telephone building addition. Baskerville & Son, 2313 W. Cary St., Richmond, Archt.

PORTSMOUTH—The Bell Telephone Co. let contract to John P. Pettyjohn & Co., Lynchburg, for additions and alterations to building. Merrill C. Lee, Lynchburg, Archt.

RICHMOND—Allis-Chalmers Mfg. Co. received bid of $283,757 from A. H. Ewing's Sons for warehouse and office building. C. W. Huff, Jr., Archt.

RICHMOND—Branch & Co. let contract to Thorington Construction Co. for alterations to office building. Carl M. Lindner, Sr., Archt.

RICHMOND — Cooperative Seed & Farm Supply Service, Inc., let contract at $76,400 to Thorington Construction Co. for additions and alterations to warehouse. C. W. Huff, Jr., Archt.

ROANOKE—N. & W. Railroad let contract to John P. Pettyjohn & Co., Lynchburg, for hotel addition. Small, Smith & Reed, Cleveland, Ohio, Archts.-Engrs.

ROANOKE — Valley Cadillac-Oldsmobile, Inc., let contract to J. F. Barbour & Son for $179,000 building. Smithey & Boynton, Archts.-Engrs.

WAYNESBORO—General Electric Co. plans new factory.

WEST VIRGINIA

HUNTINGTON—Chesapeake & Ohio Railway plans $2,500,000 reconversion program.

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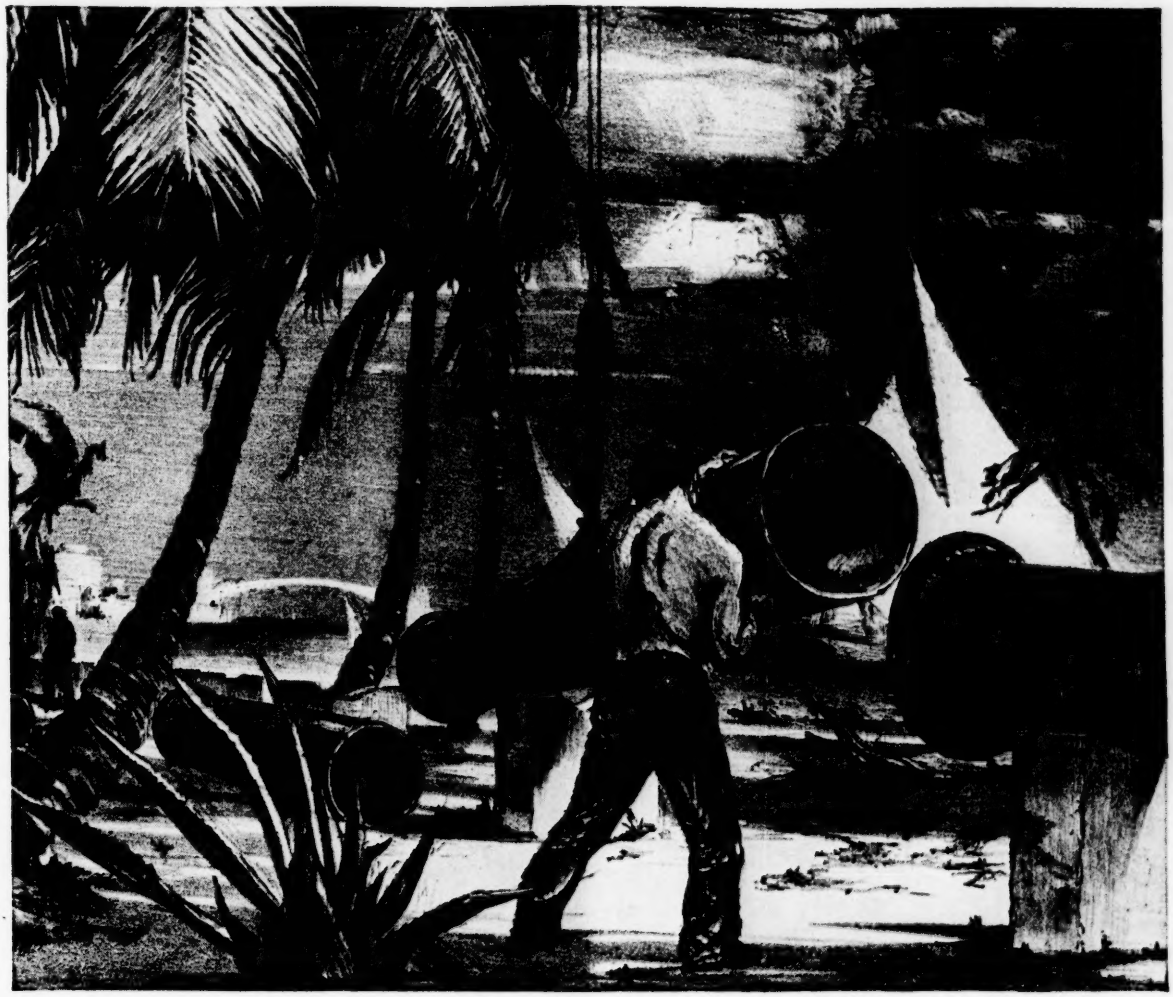

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